



**EXCEEDING
THE VISION**

2018 FAMA SPRING MEETING

FEBRUARY 21-24

Coronado Island Marriott Resort and Spa



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WELCOME

2018 FAMA SPRING MEETING



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CALL TO ORDER

INVOCATION

P. Gerace

OPENING REMARKS

S. Toren



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2018 - FAMA Spring Meeting

Meeting Initiatives – Requirements

" Agenda

- " Robust Agenda
- " Meeting Interaction . Be inclusive
- " Environment
- " Activities
 - " Spouse Guest Event
 - " Golf

" Afternoon Event

" Awards Banquet

" Poll Everywhere

" WIFI Access



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Poll Everywhere

This is how it works

Ask the audience a question. Then watch their answers come to life on the screen.



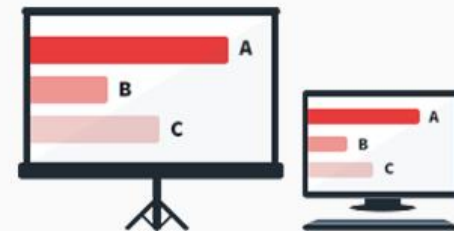
Step 1

Ask your audience a question with the Poll Everywhere app



Step 2

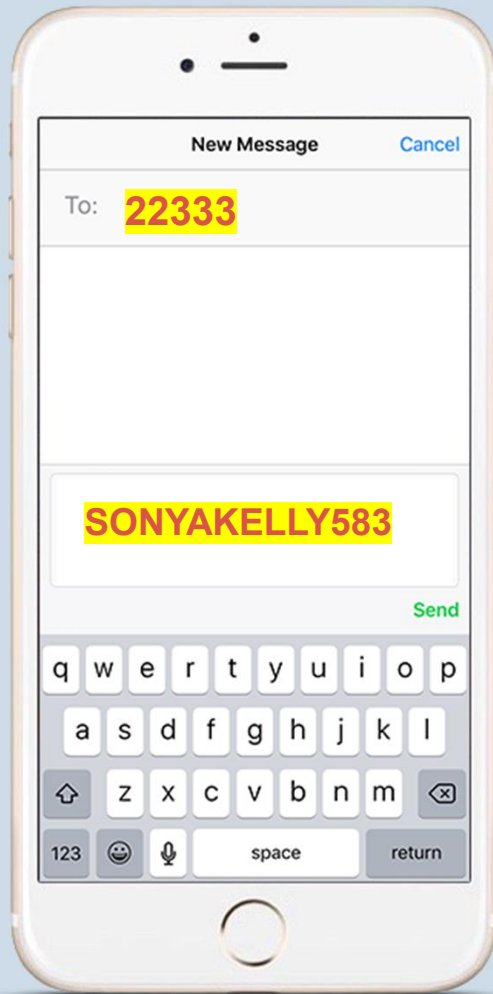
Audience answers in real time using mobile phones, Twitter, or web browsers



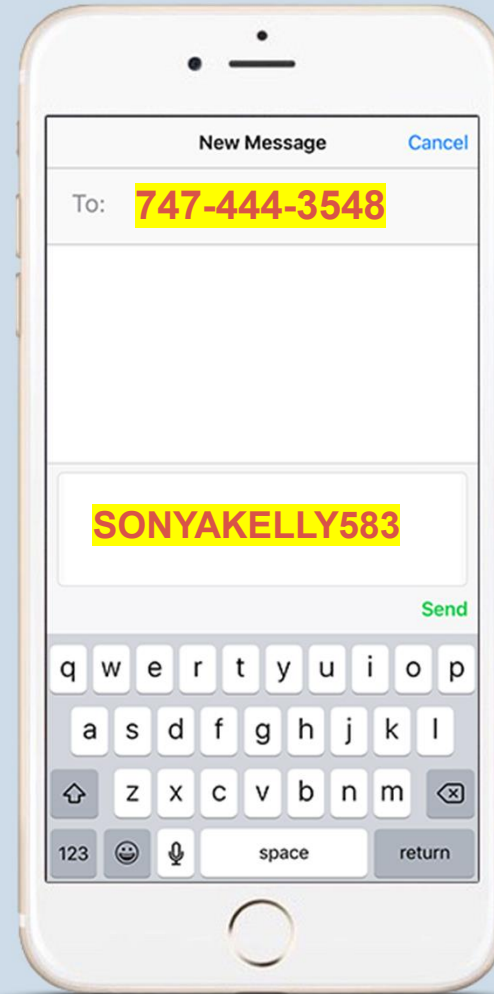
Step 3

See your response live on the web or in a PowerPoint presentation

Participating with Poll Everywhere



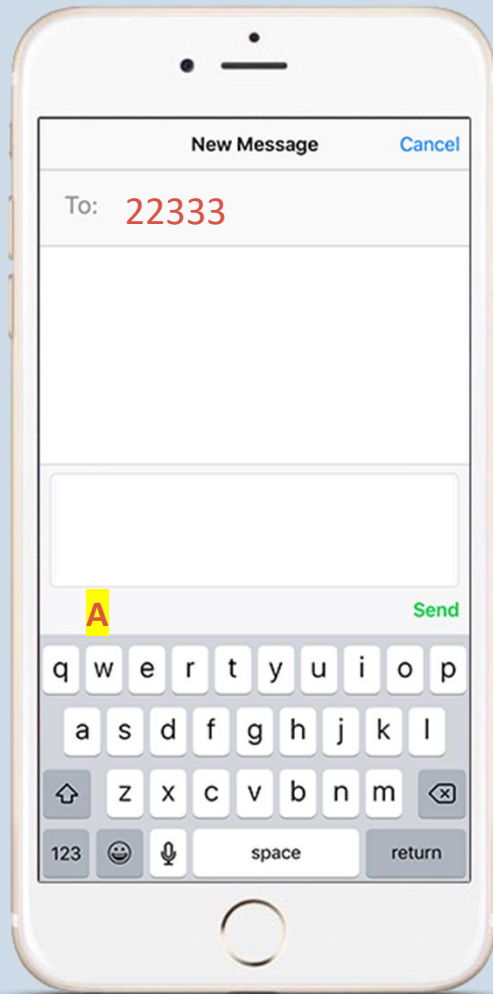
U.S. Set-up



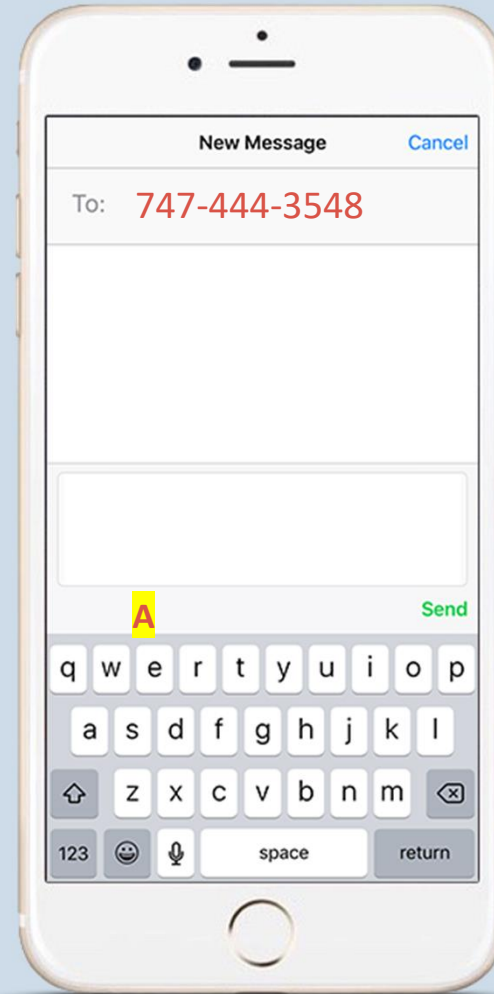
Canadian Set-up



Participating with Poll Everywhere



U.S. - Answer



Canadian - Answer



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INTRODUCTION OF GUESTS

Pennwell Fire Group

Bobby Halton

Ted Billick

Greg Kozey



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Introduction of Board of Directors

Committee Liaison

Scott Edens	Past President	GAC / LRP / Nominating
Steve Toren	President	Fall Meeting Planning
Curt Ignacio	Vice President	Meeting Planning
Jeff Darley	Treasurer	Technical Committee
Bev Lowery	Secretary	Bylaws
Andrew Lingel	Director-at-Large	Marketing & Trade Shows
John Slawson	Director-at-Large	Education
Jerry Merges	Director-at-Large	Membership
Mike Moore	Director-at-Large	Statistics



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NEW FAMA MEMBERS ATTENDING (3)

Fire Lion Global

Tom Reser

HAAS Alert

Bev Lowery

Ward Diesel Filter Systems

Scott Beecher



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First Time Attendees (12)

Christine Elder

Angie Esposito

George Wessner

Colin Chambless

Kraig Scholten

Patrick Patton

Jeromie Johnston

Wayne Stevens

William Davidson

Scott Beecher

Mike Grenert

Matt Kehoe

Eaton Vehicle Group

E-ONE, Inc.

Kochek Company LLC

Kussmaul Electronics

Midwest Fire

Navistar/International

Pierce Manufacturing

Safetek Emergency Vehicles

Skeeter Brush Trucks, LLC

Ward Diesel Filter Systems

Whelen Engineering Co., Inc.

Whelen Engineering Co., Inc.



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Bev Lowery – Board Secretary

Roll Call

Proof of Notice

Review of Minutes

Member Introductions



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Anti-Trust & Non-Discrimination Policy

Jim Juneau



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Battalion Chief Perry Peake

Coronado Fire Department



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Bobby Halton

PennWell Fire Group



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Treasurer's Report

Jeff Darley



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FAMA 2017 Balance sheet

As of December 31, 2017

			Total
	As of Dec 31, 2017	As of Dec 31, 2016 (PY)	% Change
ASSETS			
Current Assets			
Bank Accounts			
BOA Bill Pay	4,795.03	24,824.78	-80.6845%
BOA Operating	181,029.60	137,548.84	31.61114%
BOA Reserve	192,575.30	210,508.42	-8.51896%
BOA Surplus	144,650.00	82,683.65	74.9439%
Total Bank Accounts	523,049.93	455,565.69	14.81328%
Other Current Assets			
1600 PrePaid Meeting Deposits	16,552.50	0.00	
Total Other Current Assets	16,552.50	0.00	0.00%
Total Current Assets	539,602.43	455,565.69	18.44668%
TOTAL ASSETS	\$539,602.43	\$455,565.69	18.44668%

LIABILITIES AND EQUITY



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FAMA 2017 Budget vs Actuals

January - December 2017

	Actual	Budget	over Budget	Total % of Budget
INCOME				
130 INCOME				
230 Revenue				
Advocacy Sponsorship (PennWell)	40,000.00	40,000.00	0.00	100.00%
Dues	229,515.00	224,500.00	5,015.00	102.23385%
GAC Donation	25,000.00	25,000.00	0.00	100.00%
General Funds	1,225.63		1,225.63	
Hill Day	1,360.00		1,360.00	
Meeting Fees (Fall)	28,618.25	25,000.00	3,618.25	114.473%
Meeting Fees (Spring)	26,345.00	40,000.00	-13,655.00	65.8625%
Meeting Sponsors (Fall)	37,950.00	32,000.00	5,950.00	118.59375%
Meeting Sponsors (Spring)	46,000.00	24,000.00	22,000.00	191.66667%
Scholarship Sponsor	5,000.00	5,000.00	0.00	100.00%
Services	650.00		650.00	
Technical Cmte (Sponsors)	9,500.00	9,500.00	0.00	100.00%
Technical Safety Guide	30,223.40	11,000.00	19,223.40	274.75818%
Total 230 Revenue	481,387.28	436,000.00	45,387.28	110.40993%
Total 130 INCOME	481,387.28	436,000.00	45,387.28	110.40993%
Interest - BofA - Reserve	59.00	60.00	-1.00	98.33333%
Interest - BofA - Surplus	39.23	24.00	15.23	163.45833%
Total Income	481,485.51	436,084.00	45,401.51	110.41118%



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	Actual	Budget	over Budget	% of Budget
Hill Day Fees	1,360.00	1,800.00	-440.00	75.55556%
Insurance Premiums	749.00	1,500.00	-751.00	49.93333%
Legal	17,201.35	15,000.00	2,201.35	114.67567%
Management Fees	59,000.04	55,800.00	3,200.04	105.73484%
Marketing/PR	14,566.10	32,000.00	-17,433.90	45.51906%
Member Meetings (Fall)	73,814.08	61,000.00	12,814.08	121.00669%
Member Meetings (Spring)	115,062.16	114,000.00	1,062.16	100.93172%
Membership (Plaques)	9,615.45	9,500.00	115.45	101.21526%
Membership Recruitment	2,025.00	1,200.00	825.00	168.75%
Office	6,274.51	8,000.00	-1,725.49	78.43138%
Statistics Program	26,278.00	5,000.00	21,278.00	525.56%
Technical	7,130.17	8,000.00	-869.83	89.12713%
Travel - Administrative	7,850.69	6,000.00	1,850.69	130.84483%
Travel - Trade Show Staff		400.00	-400.00	
Total 131 EXPENSE	428,463.77	414,860.00	13,603.77	103.27912%
Total Expenses	428,463.77	414,860.00	13,603.77	103.27912%
NET OPERATING INCOME	53,021.74	21,224.00	31,797.74	249.81973%
NET INCOME	\$53,021.74	\$21,224.00	\$31,797.74	249.81973%



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2018 - FAMA Spring Meeting

FAMA 2018 Balance Sheet

As of January 31, 2018

	Total	
	As of Jan 31, 2018	As of Jan 31, 2017 (PY)
ASSETS		
Current Assets		
Bank Accounts		
BOA Bill Pay	34,795.03	17,325.32
BOA Operating	225,849.74	260,631.60
BOA Reserve	214,237.15	210,513.78
BOA Surplus	122,996.74	82,685.76
Total Bank Accounts	597,878.66	571,156.46
Other Current Assets		
1600 PrePaid Meeting Deposits	2,000.00	0.00
Total Other Current Assets	2,000.00	0.00
Total Current Assets	599,878.66	571,156.46
TOTAL ASSETS	\$599,878.66	\$571,156.46



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2018 - FAMA Spring Meeting

	Total	
	Jan 2018	Jan 2017 (PY)
INCOME		
130 INCOME		
230 Revenue		
Advocacy Sponsorship (PennWell)		40,000.00
Dues	170,000.00	158,100.00
Hill Day	720.00	480.00
Meeting Fees (Spring)	35,060.00	27,250.00
Meeting Sponsors (Spring)	31,000.00	9,500.00
Services	6,080.00	
Total 230 Revenue	242,860.00	235,330.00
Total 130 INCOME	242,860.00	235,330.00
Interest - BofA - Reserve	5.26	5.36
Interest - BofA - Surplus	3.33	2.11
Total Income	242,868.59	235,337.47
GROSS PROFIT	242,868.59	235,337.47



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				Total
	Actual	Budget	over Budget	% of Budget
Member Meetings (Spring)	25,802.50	9,666.67	16,135.83	266.92 %
Membership (Plaques)		125.00	-125.00	
Membership Recruitment		100.00	-100.00	
Office	1,142.71	500.00	642.71	228.54 %
Statistics Program		416.67	-416.67	
Technical		1,064.36	-1,064.36	
Travel - Administrative		645.83	-645.83	
Total 131 EXPENSE	60,297.36	30,686.25	29,611.11	196.50 %
Total Expenses	60,297.36	30,686.25	29,611.11	196.50 %
NET OPERATING INCOME	182,571.23	48,457.87	134,113.36	376.76 %
NET INCOME	\$182,571.23	\$48,457.87	\$134,113.36	376.76 %



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FAMA 2018 Budget vs Actuals

January - December 2018

	Total			
	Actual	Budget	over Budget	% of Budget
INCOME				
130 INCOME				
230 Revenue				
Advocacy Sponsorship (PennWell)		40,000.00	-40,000.00	
Dues	185,300.00	215,900.00	-30,600.00	85.83 %
GAC Donation		25,000.00	-25,000.00	
General Funds		944.31	-944.31	
Hill Day	720.00	1,500.00	-780.00	48.00 %
Meeting Fees (Fall)		25,000.00	-25,000.00	
Meeting Fees (Spring)	35,910.00	37,500.00	-1,590.00	95.76 %
Meeting Sponsors (Fall)		39,750.00	-39,750.00	
Meeting Sponsors (Spring)	34,250.00	32,000.00	2,250.00	107.03 %
Scholarship Sponsor		5,000.00	-5,000.00	
Services	7,200.00	1,865.00	5,335.00	386.06 %
Technical Cmte (Sponsors)		9,000.00	-9,000.00	
Technical Safety Guide		11,000.00	-11,000.00	
Total 230 Revenue	263,380.00	444,459.31	-181,079.31	59.26 %
Total 130 INCOME	263,380.00	444,459.31	-181,079.31	59.26 %



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				Total
	Actual	Budget	over Budget	% of Budget
Insurance Premiums	745.00	1,500.00	-755.00	49.67 %
Legal	2,450.00	16,000.00	-13,550.00	15.31 %
Management Fees	5,000.00	64,000.00	-59,000.00	7.81 %
Marketing/PR	9,500.00	32,000.00	-22,500.00	29.69 %
Member Meetings (Fall)		73,814.08	-73,814.08	
Member Meetings (Spring)	55,802.50	116,000.00	-60,197.50	48.11 %
Membership (Plaques)		1,500.00	-1,500.00	
Membership Recruitment		1,200.00	-1,200.00	
Office	1,142.71	6,000.00	-4,857.29	19.05 %
Statistics Program		5,000.00	-5,000.00	
Technical		12,772.36	-12,772.36	
Travel - Administrative		7,750.00	-7,750.00	
Total 131 EXPENSE	91,991.27	444,548.94	-352,557.67	20.69 %
Total Expenses	91,991.27	444,548.94	-352,557.67	20.69 %



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				Total
	Actual	Budget	over Budget	% of Budget
Insurance Premiums	745.00	1,500.00	-755.00	49.67 %
Legal	2,450.00	16,000.00	-13,550.00	15.31 %
Management Fees	5,000.00	64,000.00	-59,000.00	7.81 %
Marketing/PR	9,500.00	32,000.00	-22,500.00	29.69 %
Member Meetings (Fall)		73,814.08	-73,814.08	
Member Meetings (Spring)	55,802.50	116,000.00	-60,197.50	48.11 %
Membership (Plaques)		1,500.00	-1,500.00	
Membership Recruitment		1,200.00	-1,200.00	
Office	1,142.71	6,000.00	-4,857.29	19.05 %
Statistics Program		5,000.00	-5,000.00	
Technical		12,772.36	-12,772.36	
Travel - Administrative		7,750.00	-7,750.00	
Total 131 EXPENSE	91,991.27	444,548.94	-352,557.67	20.69 %
Total Expenses	91,991.27	444,548.94	-352,557.67	20.69 %
NET OPERATING INCOME	171,397.32	0.00	171,397.32	0.00%
NET INCOME	\$171,397.32	\$0.00	\$171,397.32	0.00%



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Board of Directors' Report

Steve Toren



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2018 Board Focus

- “ **Statistics** . Continue the good work of the Statistics Committee while adding enhancements via Sage Policy Groups review of other Macro-Economic Trends
- “ **GAC** . Reauthorization is in place, however we cannot stop here, need to continue communication with our Legislatures throughout the year with %Home Day+type Events.
- “ **Technical** . Continue the strong work of our Technical Committee . current focus . %Buyers Guide+.



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Committee Reports



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GOVERNMENTAL AFFAIRS COMMITTEE

Lee Morris
David Durstine



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GAC Members

- | | |
|----------------------------|------------------------------------|
| " Lee Morris, Co-Chair | " Cindy Morgan |
| " David Durstine, Co-Chair | " Mike Natchipolsky |
| " John Granby, Co-Chair | " David Russell |
| " Chief Richard Boyes | " Eric Schlett |
| " Corey Carlson | " Craig Sharman |
| " Tim Dean | " Steve Stein |
| " Emily Diedrich Foster | " Scott Edens (FAMA Board Liaison) |
| " John McNulty | |

GAC Support

Dave Gatton and Development Initiatives Inc. (DII)
Washington Consultant



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Reauthorization!

- “ On Dec 22nd, the House and Senate passed an AFG and SAFER reauthorization package on their respective "suspension" and unanimous consent calendars
- “ On January 1st, 2018 the bill was signed into law by President Trump
- “ I'd like to thank all the members of the GAC, all the FAMA members that attended Hill Day, held Home Days, and took the time to reach out to their respective Congressional offices. GOOD JOB!!!



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What's in the Bill?

- “ Seven year sunset provision
- “ Extended the authorization for the programs through Fiscal Year 2023
- “ Implemented a technical correction to the individual waiver authorities under the SAFER grant program
- “ Implemented a technical correction to the maintenance of expenditures provision in the SAFER grant program
- “ Implemented a technical correction to the 21st Century Cures Act related to specialized training for first responders intervening with individuals with mental illnesses
- “ Technical correction to the application requirements for the SAFER grant program.



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2017 Activity

- “ Hill Day . Over 117 meetings, 52 attendees representing 39 companies participated (a record number for meetings and attendance)
- “ Ten key meetings with House and Senate leadership
- “ Six meetings with House and seven with Senate full Appropriations Committee members or staff
- “ Seven meetings with both House and Senate Homeland Security Appropriations Subcommittee members or their staff
- “ Six meetings with both House and Senate Homeland Security Committee members or their staff



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2017 Activity

- “ FY17 \$345 million each for SAFER and AFG
- “ Home Days .
 - “ W.S. Darley & Co. and the annual Illinois Home Day held in June hosted Congressmen Krishnamoorthi and Schneider.
 - “ Pierce (Florida) hosted Congressman Charlie Christ last June
 - “ Pierce (Wisconsin) hosted Congressmen Ribble, Grothman, and Gallagher, as well as Senators Johnson and Baldwin in July.
 - “ Akron Brass hosted Congressman Renacci in August.
 - “ Performance Advantage Company hosted Vice President Mike Pence and Congressman Collins in October.



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2018 Goals & Activity

- “ Full funding for AFG and SAFER grant programs, U.S. Fire Administration USAR program
- “ CFSI stakeholders have again requested \$810 million for AFG/SAFER (\$405 million each)
- “ President's FY18 Budget requested \$688 million for AFG & SAFER
- “ The House has reported their DHS appropriations bill with \$345 million for AFG (level funding from last year)
- “ Prognosis is again CR leading to possible Omnibus



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2018 Activities for the Members!

- “ Hill Day 2018 April 17-18 in conjunction with CFSI
- “ Call your Congressional Offices and promote AFG Reauthorization, SAFER, USFA and USAR funding initiatives
- “ Invite your congressional office to visit your facility (Home Days)
- “ Home Day Tool Kit with talking points and briefing are available on the GAC website:
<https://www.famafemsagac.org/>
- “ Report your activity back to the GAC and provide photos for the GAC website



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TECHNICAL COMMITTEE

Roger Lackore
&
Doug Miller



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Subcommittee Leaders

Aerial/Quint

Jim Salmi
(E-One)



John Brady
(KME)



ARFF

Paul Powell
(Rosenbauer)



Sarah Peck
(Akron Brass)



Ambulance

Steve Rowland
(Demers)



Mike Franckowiak
(Akron Brass)



Body

Will Pilcher
(Fouts Bros)
Wayde Kirvida
(Custom Fire)



Electrical

John Doperalski
(Harrison)
Peter Luhrs
(SafeFleet)



Foam

Gregg Geske
(Waterous)
Mike Dupay
(Fire Research)



Pumps & Plumbing

Pete Lauffenburger
(Akron)
Mike Sulmone
(Trident)



Chassis

Tim Johnson
(KME)
Chris Crowel
(Cummins)





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FDSOA Support



- ” 2019 Symposium Location . Orlando
 - ” January 20-24
- ” 2019 Speaker Planning
- ” 2018 Survey Results
- ” Buyers Guide Handouts





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FDSOA Support

Topic	Presenter
Multiplexing	IDEX, SafeFleet
Electrical Components Power Consumption Calculation	SafeFleet, KME
Specing Apparatus to Prevent Corrosion	International, Spartan
Engine Emissions Troubleshooting	Cummins
Powertrain Specing	Cummins, Allison
Clean Cab	Spartan, KME
Lighting Fixture Placement on Scene	HiViz, SafeFleet, IDEX
Aerial Inspections	UL? TBD
Pump Controls	
Keeping Firefighters off the top of Apparatus	Spartan, TFT
Air Bags and Occupant Protection	Spartan, IMMI
Brakes and Brake Adjustment	Meritor?



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FAMA Forum Schedule 2018

Jan-18	Fire Service Statistics	Fire Service	Paul Darley
Feb-18	Headlights	Lighting	Sam Massa
Mar-18	History of FAMA Influence on Apparatus Safety	Safety	Grady North
Apr-18	Common Engine Maintenance Mistakes	Engines	Chris Crowel
May-18	SAE Ambulance Recommended Practices	Safety	Roger Lackore
Jun-18	Hose Testing Safety	Safety	Gregg Geske
Jul-18	V2V Communications in Fire Apparatus	Technology	Cory Haas
Aug-18	Carcinogens and Apparatus Design Impact	Safety	Scott Beecher
Sep-18	Foam Concentrate Evolution	Foam	Tom Reser
Oct-18	FDSOA Promotion	FDSOA	Sam Massa
Nov-18	Temperature Impact on Modern Electronics	Electronics	Sam Massa
Dec-18	Corrosion and Fire Apparatus	Chassis	Zac Soderberg



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FAMA Forum Schedule 2019

Jan-19	Fire Service Statistics	Fire Service	Paul Darley
Feb-19	Water Tanks	Tanks	Chad Falls
Mar-19	Foam and Water Additive Proportioning Systems	Foam	Mike Dupay
Apr-19	Hose Restraints	Safety - Hose Restraint	Dave Durstine
May-19	FAMA Fire Service Resources: a Well-Kept Secret	FAMA - Resource Library	Roger Lackore
Jun-19	Brake Maintenance	Braking	Meritor? Navistar?
Jul-19	Reducing Glare on Fire Scenes	Lighting	Sam Massa
Aug-19	Pump Panel Labeling	Pumper	Bruce Lear
Sep-19	Clean Cab -Survey of Apparatus Design Approaches	Safety	TBD
Oct-19	FDSOA Promotion	FDSOA Promo	Sam Massa
Nov-19			
Dec-19			

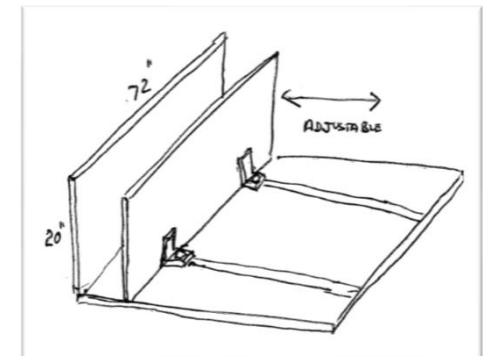


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Hose Bed Capacity Test Standard TC065

” Initiative

- ” Create a test standard for determining the hose capacity of a hose bed
- ” FEMSA agreed to use the test method to provide data to apparatus manufacturers.



Test Number	Test Date	Hose Diameter (in)	Brand Name	Part or Model Number	Material	Description	Service Pressure (psi)	Test Hose Assembly Length (ft)	Test Hose Assembly Weight (lbs)	Test Fixture Width (in) W	Test Lay Height (in) H	Total Volume of Test Assembly (in³)	Volume per Linear Foot (in³/ft)	Weight per Linear Foot of Hose (lb/ft)
Example	8/23/2017	1.75	Ndurance		Polyester	Double Jacket	400	200	120	8	16	9216	46.08	0.6
Example	8/23/2017	2			Nitrile / PVC through-the-weave	Rubber Covered	300	200	100	10	18	12960	64.8	0.5
Example	8/23/2017	2			Polyester	EDPM Lined Dbl Jckt	300	200	100	10	18	12960	64.8	0.5
TC065-001												0	#DIV/0!	#DIV/0!
TC065-002												0	#DIV/0!	#DIV/0!
TC065-003												0	#DIV/0!	#DIV/0!
TC065-004												0	#DIV/0!	#DIV/0!



FIRE
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NFPA 1901/1906

- “ First Draft
- “ Public Input Closing Date: July, 2018
- “ Public Input meeting . October, 2018



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NIOSH Seating for 1901

- ” Chassis Committee Created a Public Input
- ” Lackore and Crowel reviewed proposal with Gordon Routley and Mike Wilbur
- ” Comment and justification will be submitted as a public comment from FAMA.





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NFPA 1500 *Standard on Fire Department Occupational Safety, Health, and Wellness Program*

- “ First Draft
 - “ Public Input Closing Date: January 4, 2018
 - “ Public Input meeting . Jan 15 - FDSOA
 - “ First Draft Report Posting Date: September 6, 2018
- “ Second Draft
 - “ Public Comment Closing Date: November 15, 2018
 - “ Second Draft Report Posting Date: August 1, 2019



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NFPA 1500 *Standard on Fire Department Occupational Safety, Health, and Wellness Program*

“ Apparatus Related Topics

- “ SCBAs out of Cab
- “ Contaminated PPE and Equipment not Carried in Cab unless Bagged and Secured
- “ Aerial Fall Protection . Method for personnel climbing the ladder to be continuously tethered during the climb.
- “ Cab step heights limited to 12 inches if personnel must exit the cab with more than 30 lbs equipment
- “ Exhaust directed away from personnel



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Buyers Guide Progress

Pending

11

Draft

7

To Board

14

Published

6



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Body

Will Pilcher, Wayde Kirvida

TC039	Buyers Guide - Tanks	Andrew Lingel - UPF	Draft
TC041	Buyers Guide - Hose Restraints	Grady North - E-One	To Board
TC042	Buyers Guide - Stepping Surfaces	Burt McCutcheon - Ferrara	Pending
TC043	Buyers Guide - Chevron Stripping and Graphics	Jerry Merges - VisionMark	Pending
TC053	Buyers Guide - Breathing Air Systems	Ed Smith - VT Hackney	Draft
TC054	Buyers Guide - Compartment Doors	Bruce Whitehouse - AMDOR	To Board
TC055	Buyers Guide - Reels	Denis Bleile - COXREELS	To Board
TC056	Buyers Guide - Ladder and Equipment Racks	Mike Adams - Ziamatic Ryan Glover - Ziamatic	Draft
TC058	Buyers Guide - Equipment Mounting - Body	Greg Young - Performance Advantage Co.	Draft
TC059	Buyers Guide - Body Access	Mike Adams - Ziamatic Ryan Glover - Ziamatic	Draft



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Chassis

Tim Johnson, Chris Crowell

TC033	Buyers Guide - Aux Engine Braking Systems	Chris Crowell	published
TC034	Buyers Guide - Winches	Steve Stein Steve Martin	To Board
TC036	Buyers Guide - Apparatus Seating	Bev Lowry - Bostrom	To Board
TC047	Buyers Guide - Specing Apparatus for Maintenance	Drew Sutphen - Sutphen	Pending
TC048	Buyers Guide - Suspensions - Front	Chad Trinkner - Pierce	Pending
TC049	Buyers Guide - Suspensions - Rear	Bob Albano - Hendrickson	Pending
TC051	Buyers Guide - Cab Storage	Mike Adams - Ziamatic Ryan Glover - Ziamatic	To Board
TC057	Buyers Guide - Occupant Protection	Dan Veselsky - IMMI	To Board
TC062	Buyers Guide - Tires	Woody Savage - Michelin	Pending
TC063	Buyers Guide - Wheels	Real Wheels	To Board
TC064	Buyers Guide - HVAC	Roger Lackore	Pending
TC066	Buyers Guide - Exhaust Removal Systems	Scott Beecher - Ward Diesel Filter Systems	Draft



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Electrical

Peter Luhrs, John Doperalski

TC035	Buyers Guide - Batteries, Alternators, and Chargers.	Pete Sremac - Niehoff	Draft
TC037	Buyers Guide - Scene Lighting	Sam Massa - Hi-Viz	To Board
TC038	Buyers Guide - Line Voltage Generators	John Doperalski - Harrison	Pending
TC040	Buyers Guide - Headlights	Sam Massa - Hi-Viz	Pending
TC044	Buyers Guide - Warning Lights	Matt Pitzer - Code 3	To Board
TC045	Buyers Guide - Electrical Multiplex Systems	Dave Durstine - Weldon	To Board
TC050	Buyers Guide - Audible Warning Devices	Morgan Look - Federal Signal	To Board
TC060	Buyers Guide - Light Towers	Drew Newman - Will-Burt Co.	To Board
TC061	Buyers Guide - Camera Systems	Grady North - E-One	To Board
TC069	Buyers Guide - Vehicle to Vehicle Communications	Cory Haas	Pending



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Foam

Gregg Geske, Mike Dupay

TC030 Buyers Guide - Foam and Water Additive
Proportioning Systems

TC067 Buyers Guide - CAFS

Dave Durstine
Michael Dupay

Troy Carothers - Darley

published

Pending



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Pump

Peter Lauffenburger, Mike Sulmone

TC024 Buyers Guide - Pumps

Doug Miller

published

TC052 Buyers Guide - Electronic Pressure Governors

Dave Guynn - Hale

published



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Aerial

Jim Salmi, John Brady

TC031	Buyers Guide - Aerial Apparatus	Reed Wissler	published
TC068	Buyers Guide - Aerial Rope Rescue Systems	(blank)	Pending



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2018 - FAMA Spring Meeting

STATISTICS COMMITTEE

**Paul Bostrom
&
Mike Moore**



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2018 - FAMA Spring Meeting

FAMA Board Initiatives

- “ Complete a 5-year industry forecast and analysis report
- “ Continue publishing quarterly data in a timely manner
- “ Reduce data entry errors
- “ Increase participation of members reporting

Committee Projects

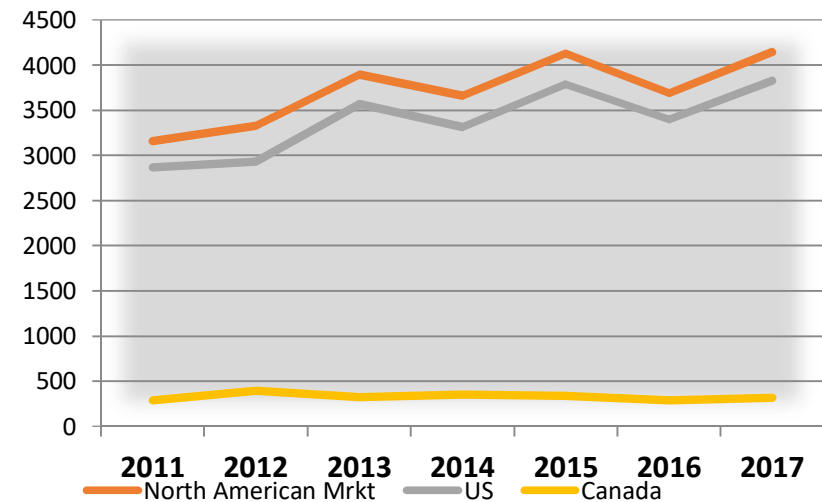
- “ Continue publishing data in a timely manner
- “ Increase participation of members reporting
- “ Develop truck data entry tutorials
- “ Incorporate validation programming / checks into data entry
- “ Develop 5-year forecast program
- “ Provide year end summary report of statistics data



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North American Fire Apparatus Sales

Years	Average Annual Vehicle Sales
2002-2008	5197
2009 -2015	3611
2016	3690
2017	4147



12 Month Rolling 4147 units

Does not include ARFF or Refurbs



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Fire Apparatus

Full Year Results

All Vehicles*	2016	2017
Booked	4,214	4,596
Shipped	4,707	4,302

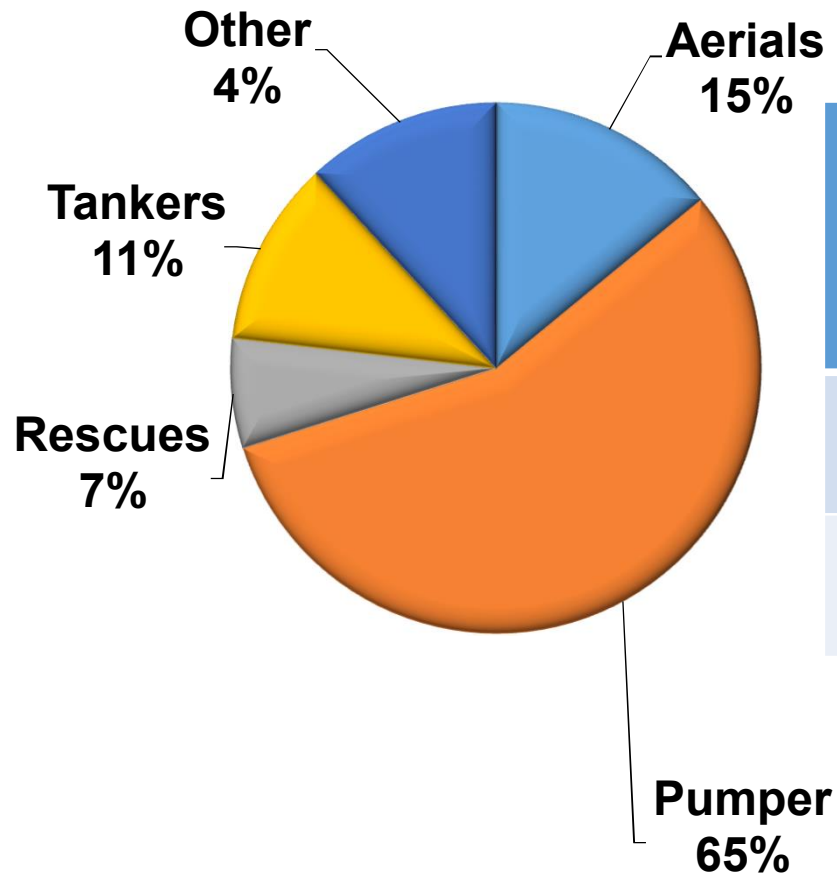
*All vehicles: includes ARFF & Refurb

*All regions



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Total Fire Apparatus Sales 12 Month Rolling



All Vehicles	12 Month
Booked	4,596
Shipped	4,302

12 month rolling ending Dec 2017

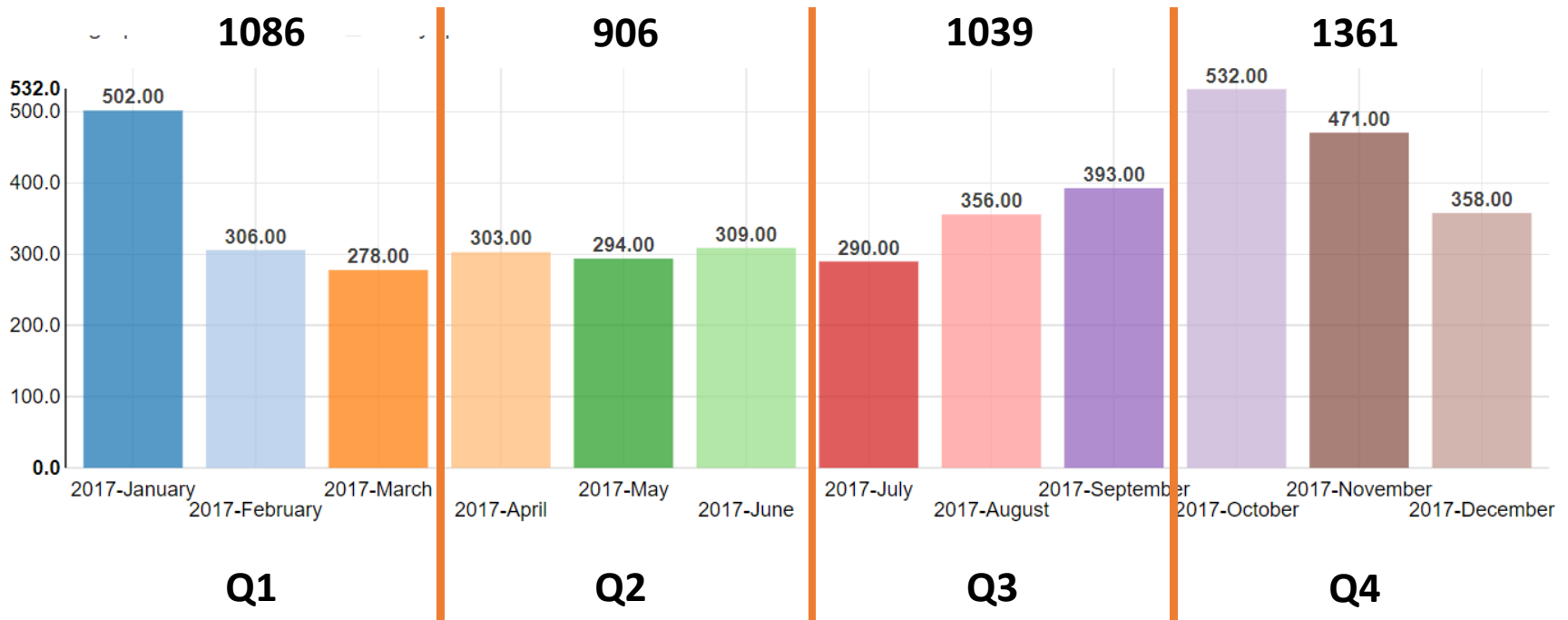
*All vehicles: includes ARFF & Refurb

*All regions



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Fire Apparatus Sales By Month (12 month rolling)



Does not include ARFF or Refurbs
All regions



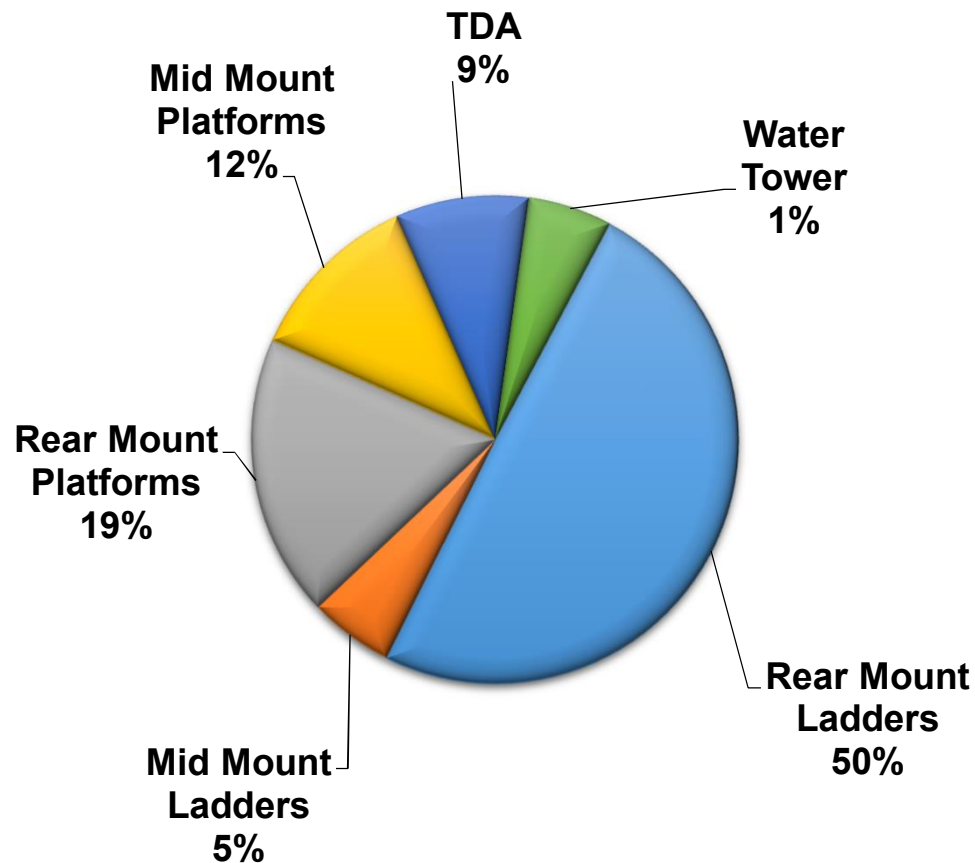
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Aerial Data (all regions)

12 Month Rolling

“ 647 Booked

” 607 Shipped



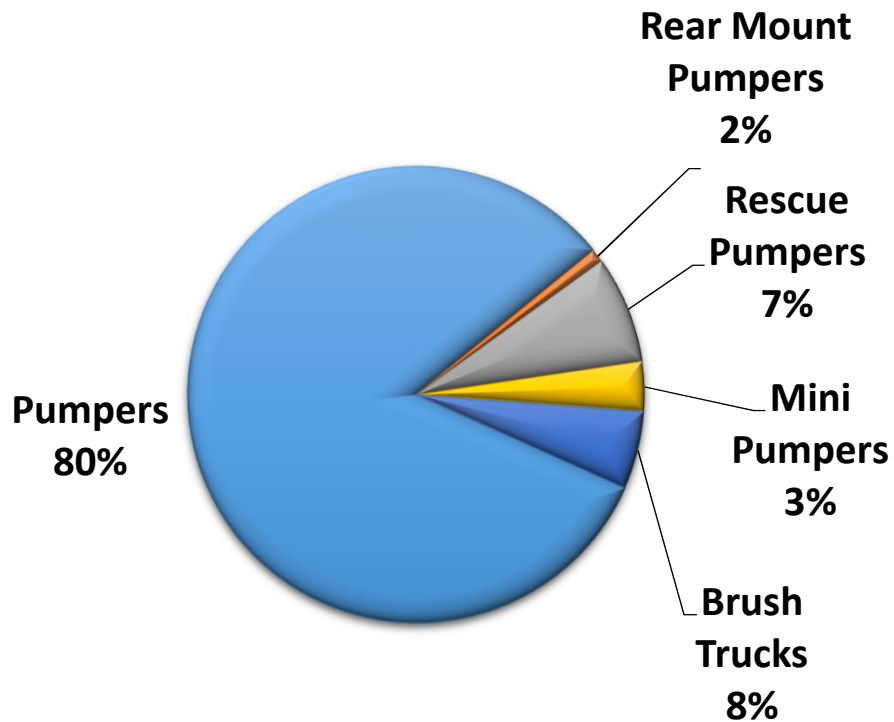
Bookings

Aerial Bookings	Quantity
Rear Mount Ladders	321
Mid Mount Ladders	36
Rear Mount Platforms	121
Mid Mount Platforms	76
Tillers	57
Water Tower (telescoping & articulating)	36



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Pumper Data (all regions)



12 Month Rolling

" 2924 Booked

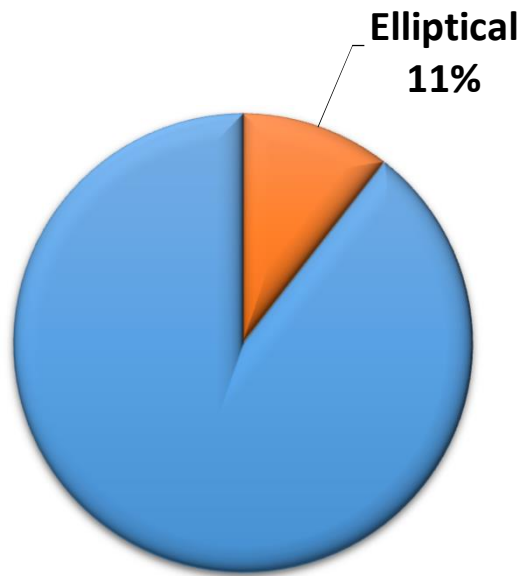
" 2748 Shipped

Pumper Bookings	Quantity
Pumps	2323
Rear Mount Pumps	50
Rescue Pumps	209
Mini Pumps	96
Brush Trucks	246



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Tanker Data (all regions)



Bookings

12 Month Rolling

" 512 Booked

" 440 Shipped

Tanker Bookings	Quantity
Elliptical	54
Rectangular	458



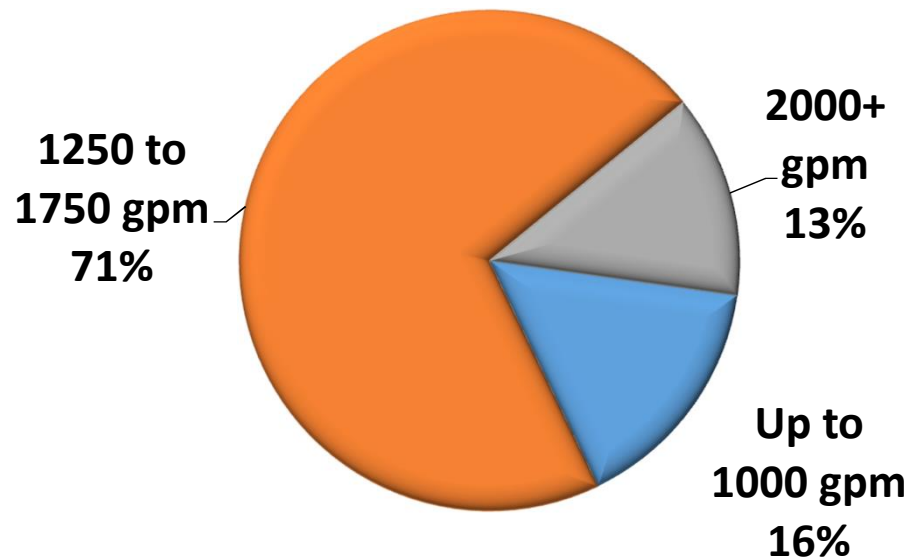
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Vehicles w/Pumps (all regions)

12 Month Rolling

" 3870 Booked

" 3607 Shipped



Vehicles w/ Pumps	Quantity
Up to 1000 GPM	604
1250 – 1750 GPM	2757
2000+ GPM	508

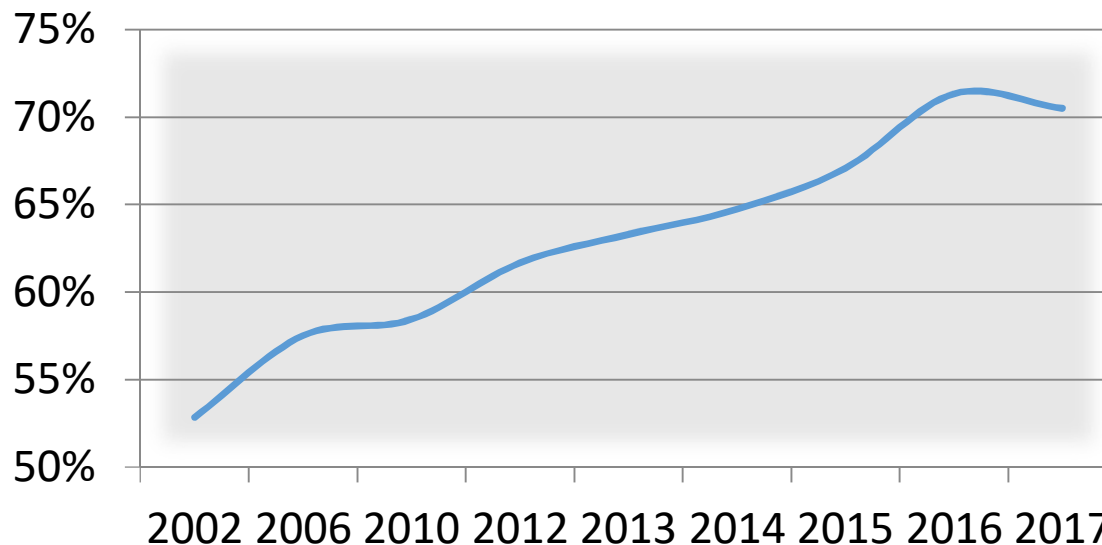
Does not include ARFF or Refurbs



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Custom vs. Commercial Chassis

**Custom Chassis Trend
All Products (Annual)**



Year	Commercial	Custom
2002	47%	53%
2006	44%	56%
2010	42%	58%
2014	35%	65%
2016	29%	71%
2017	29%	71%

Rolling 12 Month: 29.5% Commercial / 70.5% Custom

All products, all regions



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Goal:

Post Within 30 Days of Closing Qtr.

**Thank You for Submitting
Quarterly Reports in a Timely
Manner.**



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MARKETING & TRADE SHOW COMMITTEE

Andrew Lingel



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Committee Members

- " Andrew Lingel (UPF) - Board Liaison
- " Sam Massa (HiViz) . Chair
- " Kim Morrow (IDEX) . Co-Chair
- " Karen Pramas (UPF)
- " Marty Hetherington (Spartan Emergency Response)*
- " Alissa McGlone (Sutphen Corporation)
- " Angie Esposito (E-ONE)*
- " Noah Levins (HAAS Alert)*

* Designates NEW member since Spring meeting



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Marketing Activities

- “ Merge with Trade Show Committee
- “ Web reformat to better address Technical Docs
- “ Top Ten Reason to Join FAMA
- “ FDIC Prep
- “ Social Media/Website Data
- “ Trade Show Events
- “ Trade Show Contact List



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Merge with Tradeshow Committee

- “ Marketing Committee Merged with Trade Show Committee Fall 2017
- “ Legacy committee only had 2 members
- “ FAMA no longer has booths at shows, so less effort needed planning those events
- “ Thought was to combine one group and better allocate resources
- “ Committee to work on re-doing survey for more specific metrics



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Web Reformat

- “ Fall meeting discussed the need to make some adjustments to website so that PDFs didn't show up alone, without the page supporting them.
- “ Andrew worked with Kaci Wheeler to come up with a plan
- “ Ongoing project should see the changes being made after the Spring meeting



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Top 10 reason to Join FAMA

ABOUT FAMA



MISSION

The association of choice most committed to enhancing the quality of the emergency service community through the manufacture and sale of safe, efficient emergency response vehicles and equipment.



QUALIFICATIONS

Membership in FAMA shall be open to those otherwise qualified business entities that, during the preceding 12 month period, using its own employees at its own facilities located in the United States or Canada, has manufactured for commercial resale any of the following products:

- Fire fighting or fire protection apparatus, including rescue vehicles and command vehicles intended for use in emergency service (collectively called "fire apparatus" herein);
- Components or products which are later incorporated by the fire apparatus manufacturer as a permanent part of the completed fire apparatus; or
- Products specifically designed for fire service applications that are affixed to, or carried upon, the fire apparatus for use in conjunction with the fire apparatus in performing its fire fighting, rescue or command function. Examples of such products would include, without limitation, chassis, fire pumps, fire hoses, hose reels, ladders, aerial devices, apparatus valves and other water control

For purposes of this section, the term "manufacture" means the construction or fabrication of a qualifying product from raw materials, or the assembly of a qualifying product from raw materials, or the assembly of a qualifying product using parts, components, or sub-assemblies that are supplied by others.

Visit www.FAMA.org, then click on "membership" for more information on how to join.



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**JOIN FAMA TODAY
AND SEE WHAT'S IN IT
FOR YOU!**



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WHY JOIN FAMA?



INDUSTRY STATISTICS

FAMA is the ONLY source for accurate fire service statistics provided quarterly and summarized at year end. Only FAMA members are privy to these reports since they are not released to the public. Members find this research invaluable for their internal business purposes regarding apparatus purchases by state, product category, pump type and more.



TECHNICAL COMMITTEE

Through subcommittees, members work with numerous industry experts in recommending safe, practical solutions that assist the NFPA in the formation of standards. In addition, members receive the latest information about new products, technologies and standards.



GOVERNMENTAL AFFAIRS COMMITTEE

The GAC helps FAMA establish and maintain their reputations as leaders and strategic partners with governmental entities as it relates to Emergency Services, Fire Apparatus and Homeland Security. Through the GAC, member companies receive regular communications about important legislation that relates to them.



NETWORKING

FAMA's spring and fall meetings provide a great opportunity to network with industry professionals. The meetings also keep members up-to-date with new information, allow for group formulations of organizational goals and provide a forum to share information.



INDUSTRY RELATIONSHIPS

In addition to serving U.S. and Canadian fire service communities through involvement in NFPA, FAMA members also integrate with and support the Congressional Fire Services Institute (CFSI), the International Association of Fire Chiefs (IAFC), the Fire Department Safety Officers Association (FDSOA), the Fire and Emergency Manufacturer's and Services Association (FEMSA), and other fire service-related organizations.



WHITE PAPER REPORT

As a member of FAMA you will get a chance to contribute to our White Paper Report. The White Paper Report is intended to serve as a resource for fire service administrators who are considering replacement of outdated or obsolete fire protection equipment, or who are in the process of purchasing new equipment.



COMMUNITY SERVICE

FAMA gives back to individuals in the fire industry in the form of scholarships and grants. FAMA advocates for grant funding to support underfunded fire departments to ensure proper protection to their communities. In addition, FAMA is proud to help cultivate the next generation of fire service professionals. Each year one scholarship is awarded to a deserving individual enrolled in a four-year or graduate level fire science or EMS program.



COMPREHENSIVE WEBSITE

The FAMA website has become a central hub for members, providing a full member listing with contact information, a resource library, the FAMA calendar, and a members-only section.



STRENGTH IN NUMBERS

FAMA member companies total over 120 strong. On issues that are important to the fire service and its suppliers, the organization is able to provide a strong voice within the industry that a single supplier might not be able to accomplish independently.



COMMUNICATIONS

FAMA communicates with its members on a regular basis via emails, its website and an extensive FAMA newsletter.



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FDIC Sponsorship

Ad in Official
Show Guide

The advertisement features the FAMA logo at the top left. The background is a faded image of a firefighter. The text reads: **DOES YOUR DEPARTMENT HAVE A COPY OF THE LATEST FIRE APPARATUS SAFETY GUIDE IN EACH VEHICLE?** Below this is an image of the 'FIRE APPARATUS SAFETY GUIDE' booklet. At the bottom, it says: **Order your Fire Apparatus Safety Guide at fama.org**

Maryland Hallway
Banners


The advertisement features the FAMA logo at the top left. The background is a faded image of a firefighter. The text reads: **DOES YOUR DEPARTMENT HAVE A COPY OF THE LATEST FIRE APPARATUS SAFETY GUIDE IN EACH VEHICLE?** Below this is an image of the 'FIRE APPARATUS SAFETY GUIDE' booklet. At the bottom, it says: **Order your Fire Apparatus Safety Guide at fama.org**



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FAMA IS ON FACEBOOK!!!!



FAMA - Fire Apparatus Manufacturers' Association
@FAMAnorthamerica


- Home
- About
- Events
- Photos
- Videos
- Community
- Reviews
- Posts

Create a Page



Like Create Fundraiser Share ... Learn More

Photos




Nonprofit Organization
5.0 ★★★★★

Community

- 166 people like this
- 171 people follow this

About

- (352) 843-3404
- Contact FAMA - Fire Apparatus Manufacturers' Association
- www.fama.org



166 likes +2 this week
Craig Hamrick and 33 other friends

171 follows

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Posts from Pages you've liked as your Page

1 post reach this week

166 people like this and 171 people follow this
David invited you to like this Page



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Daily data is recorded in the Pacific time zone.

1W 1M 1Q

Start:

10/6/2017

End:

2/6/2018

Total Page Likes as of Today: 166



BENCHMARK

Compare your average performance over time.

Total Page Likes



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FACEBOOK

- “ As FDIC approaches, we will be posting about FAMA events at the show
- “ Please forward relevant non-product, non-sales pitch member company news!
- “ Alissa McGlone is going to be spearheading Facebook posts
- “ Any ideas for content are welcome!



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fama.org Desktop Mobile
Organic Search Positions for google.com database

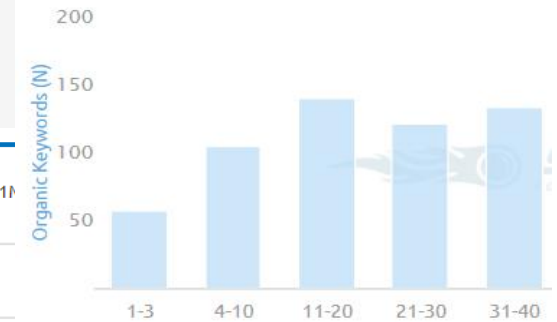
BACKLINKS

2.1K TOTAL BACKLINKS

Referring Domains

Referring IPs

ORGANIC POSITION DISTRIBUTION

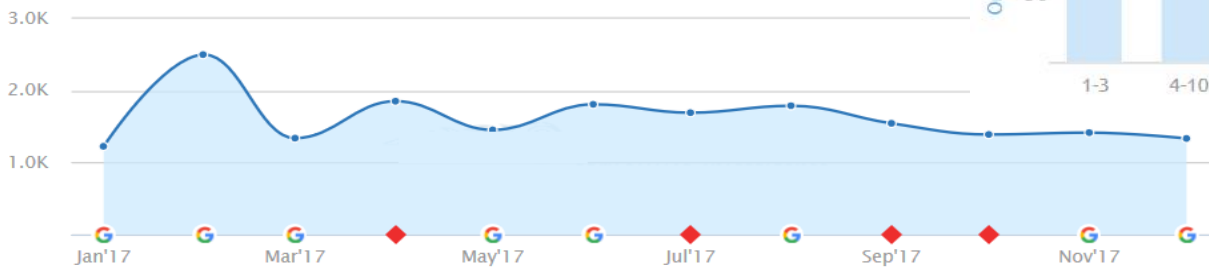


1.3K
KEYWORDS

1.3K
TRAFFIC

\$416
TRAFFIC COST

Traffic Keywords Notes



ORGANIC PAID Notes

1M 6M 1Y 2Y All Time





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<input type="checkbox"/>	Keyword	Pos.	Volume	KD	CPC (USD)	URL	Traffic %
<input type="checkbox"/>	how wide is a fire truck	1 (1)	880	63.99	0.00	fama.org/wp-cont...2d.pdf	30.93
<input type="checkbox"/>	fama	9 (9)	3,600	56.73	0.08	www.fama.org/	8.08
<input type="checkbox"/>	fire truck dimensions	1 (1)	170	69.53	0.00	fama.org/wp-cont...2d.pdf	5.91
<input type="checkbox"/>	how much does a fire truck weigh	3 (3)	590	68.49	3.88	fama.org/wp-cont...2d.pdf	3.97
<input type="checkbox"/>	fire truck weight	1 (1)	110	75.27	0.00	fama.org/wp-cont...2d.pdf	3.82
<input type="checkbox"/>	fire appliance dimensions	1 (2)	90	68.28	0.00	fama.org/wp-cont...2d.pdf	3.14
<input type="checkbox"/>	how much does a fire engine weigh	1 (2)	90	77.15	0.00	fama.org/wp-cont...2d.pdf	3.14
<input type="checkbox"/>	fama.org	1 (1)	50	31.47	0.00	www.fama.org/	2.99
<input type="checkbox"/>	fire truck height	1 (1)	70	69.95	0.00	fama.org/wp-cont...2d.pdf	2.39
<input type="checkbox"/>	fire apparatus manufacturers association	1 (1)	30	64.55	0.00	www.fama.org/	1.79
<input type="checkbox"/>	weight of a fire truck	1 (1)	50	73.33	0.00	fama.org/wp-cont...2d.pdf	1.72
<input type="checkbox"/>	firetruck weight	1 (1)	50	73.11	0.00	fama.org/wp-cont...2d.pdf	1.72
<input type="checkbox"/>	height of fire engine	1 (1)	50	64.05	0.00	fama.org/wp-cont...2d.pdf	1.72
<input type="checkbox"/>	weight of fire truck	1 (1)	40	70.33	0.00	fama.org/wp-cont...2d.pdf	1.34
<input type="checkbox"/>	fire apparatus manufacturers list	1 (1)	40	47.12	0.76	www.fama.org/	1.34
<input type="checkbox"/>	fama.org	1 (1)	20	39.41	0.00	www.fama.org/	1.19
<input type="checkbox"/>	fire engine weight	1 (1)	30	73.27	0.00	fama.org/wp-cont...2d.pdf	1.04
<input type="checkbox"/>	dimensions of a fire engine	2 (2)	90	60.05	0.00	fama.org/wp-cont...2d.pdf	0.82



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People consistently find
FAMA.org when searching for
fire apparatus dimensions.



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<div>Plot Rows</div> <div>Secondary dimension ▼</div> <div>Sort Type: Default ▼</div> <div></div>							
-	Age ?	Acquisition			Behavior		
		Sessions ? ↓	% New Sessions ?	New Users ?	Bounce Rate ?	Pages / Session ?	Avg. Session Duration ?
		24,228 % of Total: 53.21% (45,531)	69.76% Avg for View: 75.06% (-7.07%)	16,901 % of Total: 49.45% (34,177)	56.70% Avg for View: 60.53% (-6.33%)	3.48 Avg for View: 3.09 (12.55%)	00:02:45 Avg for View: 00:02:19 (18.68%)
<input checked="" type="checkbox"/>	1. 25-34	5,983 (24.69%)	72.04%	4,310 (25.50%)	60.05%	3.46	00:02:46
<input checked="" type="checkbox"/>	2. 45-54	5,221 (21.55%)	65.98%	3,445 (20.38%)	53.73%	3.53	00:02:54
<input checked="" type="checkbox"/>	3. 35-44	5,114 (21.11%)	70.00%	3,580 (21.18%)	56.98%	3.29	00:02:41
<input checked="" type="checkbox"/>	4. 55-64	3,551 (14.66%)	66.85%	2,374 (14.05%)	52.77%	3.86	00:03:01
<input checked="" type="checkbox"/>	5. 18-24	2,833 (11.69%)	77.69%	2,201 (13.02%)	62.80%	3.65	00:02:27
<input checked="" type="checkbox"/>	6. 65+	1,526 (6.30%)	64.94%	991 (5.86%)	50.59%	2.80	00:02:24
-	Gender ?	Acquisition			Behavior		
		Sessions ? ↓	% New Sessions ?	New Users ?	Bounce Rate ?	Pages / Session ?	Avg. Session Duration ?
		24,905 % of Total: 54.70% (45,531)	70.00% Avg for View: 75.06% (-6.75%)	17,433 % of Total: 51.01% (34,177)	56.87% Avg for View: 60.53% (-6.04%)	3.44 Avg for View: 3.09 (11.39%)	00:02:43 Avg for View: 00:02:19 (17.16%)
<input checked="" type="checkbox"/>	1. male	18,166 (72.94%)	69.68%	12,658 (72.61%)	55.49%	3.13	00:02:34
<input checked="" type="checkbox"/>	2. female	6,739 (27.06%)	70.86%	4,775 (27.39%)	60.60%	4.29	00:03:07



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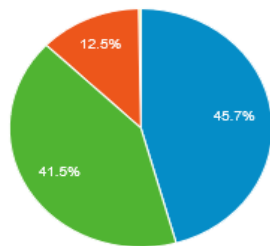
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- ” Most users are MALES between 25 and 55
- ” Most users visit site from DESKTOP computers
 - ” This is interesting as most web traffic is reported to be 60% mobile.

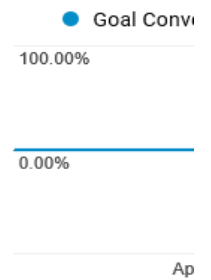
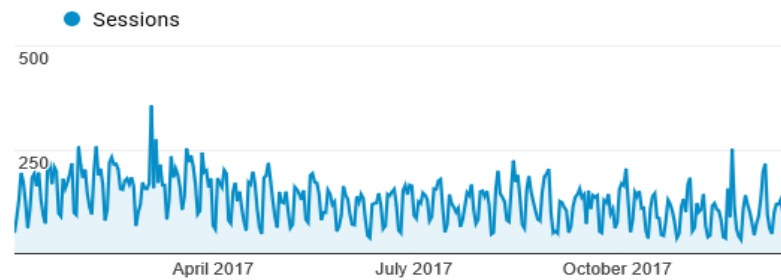


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■ Organic Search
■ Direct
■ Referral
■ Social
■ Email
■ (Other)



	Acquisition			Behavior		
	Sessions	% New Sessions	New Users	Bounce Rate	Pages / Session	Avg. Session Duration
	45,531	75.06%	34,177	60.53%	3.09	00:02:19
1 ■ Organic Search	19,151	<div></div>		56.56%	<div></div>	
2 ■ Direct	18,413	<div></div>		59.71%	<div></div>	
3 ■ Referral	7,736	<div></div>		71.83%	<div></div>	
4 ■ Social	228	<div></div>		75.44%	<div></div>	
5 ■ (Other)	1	<div></div>		100.00%	<div></div>	
6 ■ Email	2	<div></div>		100.00%	<div></div>	



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- “ Roughly half of traffic comes from organic searches
- “ Other half are people typing %www.fama.org+ in to the browser
- “ 12.5% come from referrals from other sites



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Page		Pageviews	% Pageviews
1. /		35,738	25.40%
2. /members/list/		5,366	3.81%
3. /members/buyers_guide/		5,348	3.80%
4. /search		3,950	2.81%
5. /members/area/		3,496	2.48%
6. /data		3,384	2.40%

Behavior Flow

Jan 1, 2017 - Dec 20, 2017

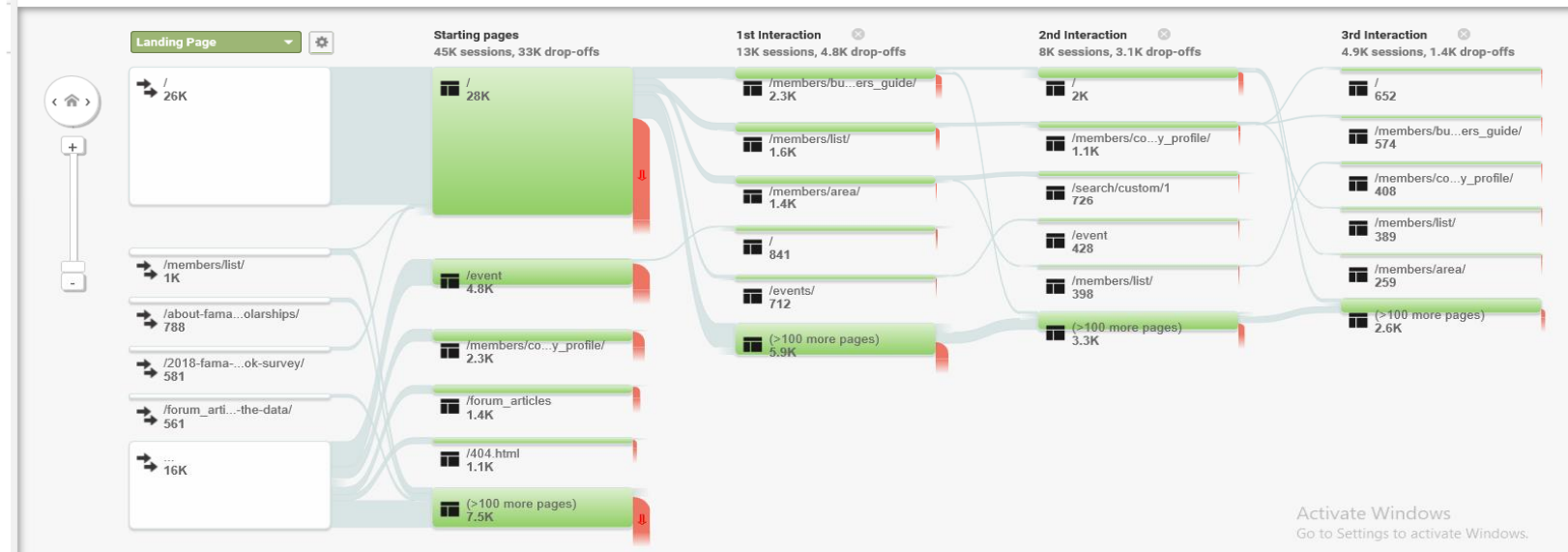
Automatically Grouped Pages ▾ Level of Detail ▾ Export ▾



All Users
100.00% Sessions



+ Add Segment





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- “ Most traffic is to our home page
(www.FAMA.org)
- “ Next is to the member list (hello spam emails!)
- “ Buyers guide is #3 in terms of popularity



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Fire Service Events

DATE	SHOW / MEETING	LOCATION	CONTACT
January	11-13	Arizona Fire District's Assoc. Winter Conference	Laughlin, NV azfiredistricts.org / 480-496-4331
January	15-19	FDSOA Apparatus Maintenance Symposium	Scottsdale, AZ fdsoa.org / 508-881-3114
January	17-20	Fire Rescue East	Daytona Beach, FL ffca.org / 386-676-2744
January	17-20	Utah Winter Chiefs Conference and Fire School	St. George, UT utahfirechiefs.org or uvu.edu/ufra/ 888-548-7816
January	17-20	Piedmont Fire Expo	Winston Salem, NC forsythcountyfire-rescue.com
January	21-23	Intersec Safety & Security Expo	Dubai, UAE intersecexpo.com
January	26-27	LSU Fire & Emergency Training Equipment Show	Baton Rouge, LA feti.lsu.edu / 800-256-3473
Jan/Feb	31-4	North Carolina Mid-Winter Conference (NCAFC)	Concord, NC ncafc.com
February	17-18	Long Island Mega Show	Brentwood, NY liproductions.net / 631-669-4300
February	21-23	EMS Today	Charlotte, NC emstoday.com / 302-840-5611
February	21-24	FAMA Spring Meeting	Coronado Island, CA fama.org / 352-843-3404
February	21-25	VA Fire Chiefs Mid Atlantic Expo & Symposium	Virginia Beach, VA vfca.us / 888-818-0983
February	22-24	Orlando Fire Conference	Orlando, FL orlandofireconference.com
February	22-24	Fire & Security India Expo (FSIE)	BIEC, Bengaluru, India fsie.in
February	26-28	Texas Fire Chiefs Association Executive Conference	Austin, TX tfcaconference.org/512-343-4564
Feb/March	27-1	Wildland-Urban Interface Conference	Reno, NV iafc.org/wui / 703-537-4838
March	1-4	WI State Firefighters Conference	Middleton, WI wi-state-firefighters.org
March	3-4	Pittsburgh Fire, Rescue & EMS Expo	Monroeville, PA simoneventmanagement.com / 800-747-5599
March	4-8	Firehouse World	San Diego, CA firehouseworld.com / 952-808-3329
March	4-7	IAFF Legislative Conference	Washington, DC client.prod.iaff.org
March	6-7	Ohio Fire Chiefs Winter Symposium	Columbus, OH ohiofirechiefs.org
March	19-21	ConneXions Orlando	Orlando, FL iafc.org/events/calendar
March	26-29	International Association of Wildland Fire	Reno, NV iaawonline.org/conferences.php
April	4-6	Oklahoma Fire Chief's Conference	Tulsa, OK elaineg@osfa.info / 800-308-5336/ www.osfa.info
April	5-7	Secutech Security and Fire & Safety	Mumbai, India secutechexpo.com
April	9-11	Vision 20/20's Model Perform. Community Risk Reduction Sympos	Reston, VA strategicfire.org/2018symposiumexhibits / cynthialleighton@gmail.com
April	11	Southeast MI Chiefs Midwest Fire Rescue Expo	Novi, MI smafc.org / 248-506-3401
April	12-14	Saskatchewan Fire Chiefs Annual Conference	Regina, SK safo.sk.ca
April	18-19	CFSI National Fire & Emergency Symposium	Washington, DC cfsi.org / 202-371-1277
April	18-19	FAMA/FEMSA GAC Hill Day	Washington, DC famafemsagac.org / 781-334-2911
April	23-28	FDIC International	Indianapolis, IN fdic.com / 973-251-5056
April	26	FAMA Technical Committee Meeting	Indianapolis, IN info@fama.org / www.fama.org/
May	4-5	Ontario Fire Chiefs	Mississauga, ON oafc.on.ca / 905-426-9865



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Trade Show Contacts Member Survey



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FAMA/FEMSA Member Survey
To Identify Accurate Contacts for Key Trade Shows

FDIC

* 4. Will your company have a booth at FDIC?

- ☐ Yes
☐ No

* 5. If yes, who is the best contact within your company for information regarding FDIC?

First Name

Last Name

Company Name

Title

Email address

Phone number



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Meeting Planning Committee

Grady North
Matt Pitzer



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Grady North . Chairman

Jeff Resch . Co-Chair

Matt Pitzer . Co-Chair

Bill Doeblor . Co-Chair

Chick Granito . Corporate Sponsorships

Pat Cahill . Group Activities

Mark Albright . On Site Coordinator

Mike Bowman . Speaker Coordinator

Kaoma Massa . Banquet Awards, Photography

Ron Truhler . Golf Tournament

Curt Ignacio . FAMA Board Liaison



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Members and Guests

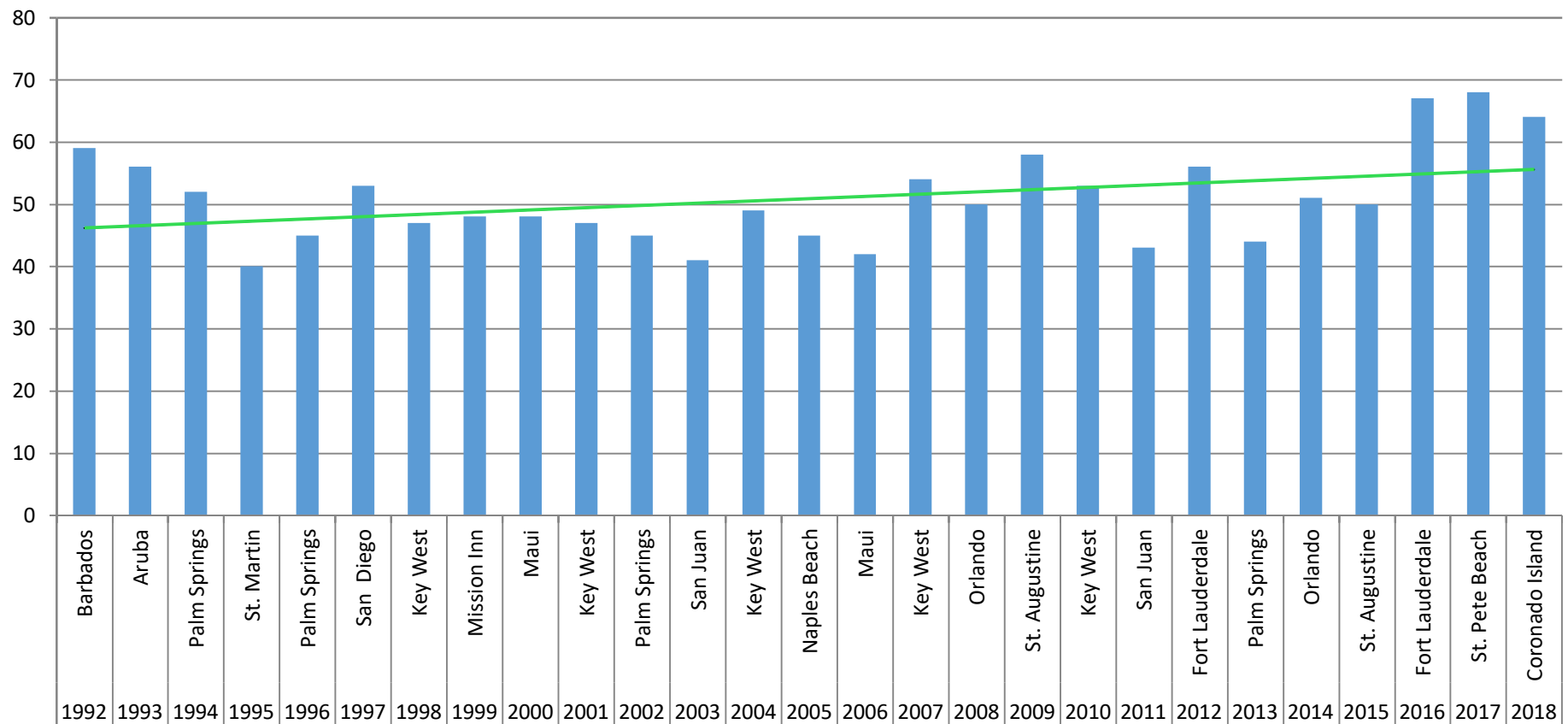




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Member Companies





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Fall Meeting 2018

**Renaissance,
Austin, TX**

**September 25-27,
2018**





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Spring Meeting 2019

Marriott Hollywood Beach, FL

March 17-19,
2019





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Fall Meeting 2019

**Toronto Marriott Downtown
Eaton Centre Hotel**

October 9-11, 2019





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Spring Meeting 2020

**Don CeSar Hotel
St. Pete Beach, FL**

March 21-24, 2020





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Fall Meeting 2020

JW Marriott New Orleans

October 7-9, 2020





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Meeting Break



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Innovate the Way You Innovate

Stephen Shapiro



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Wrap Up

Meeting Suspended



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2018 FAMA SPRING MEETING

RESUMED



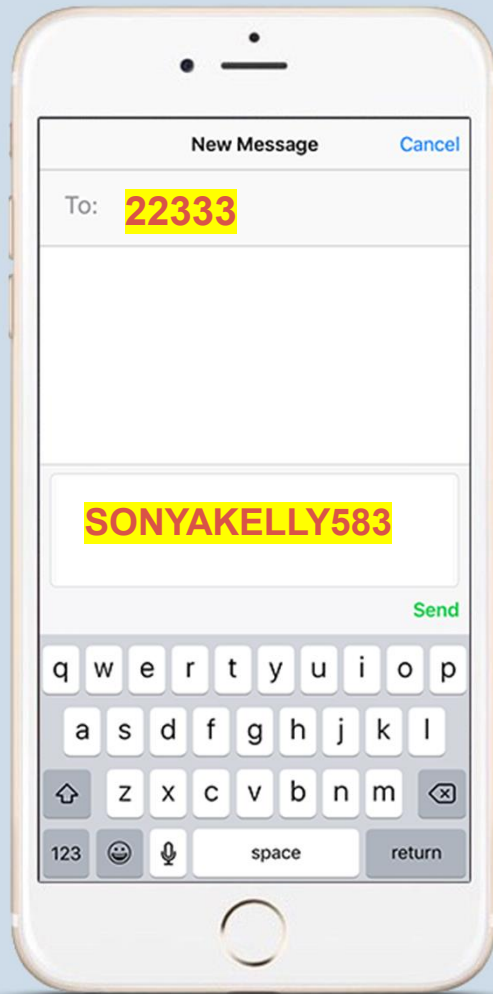
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CALL TO ORDER

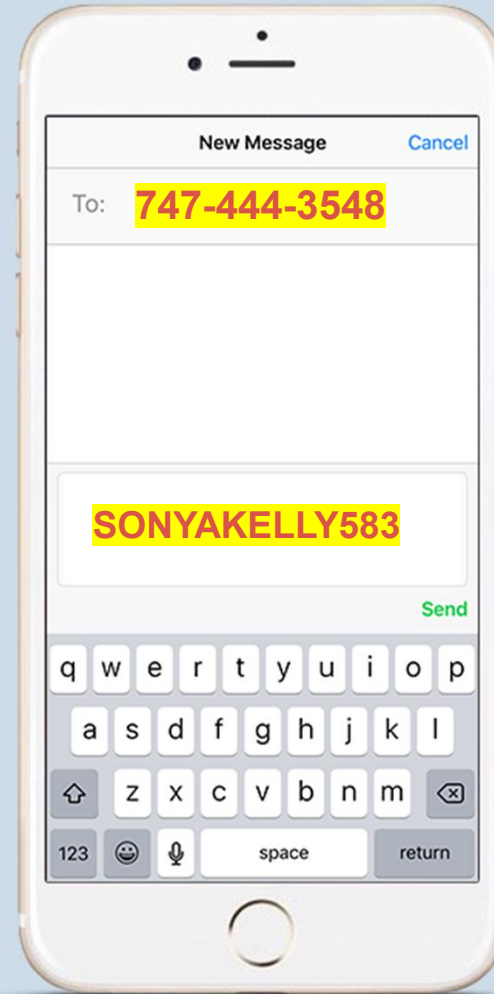
HOUSEKEEPING

Poll Everywhere

Participating with Poll Everywhere



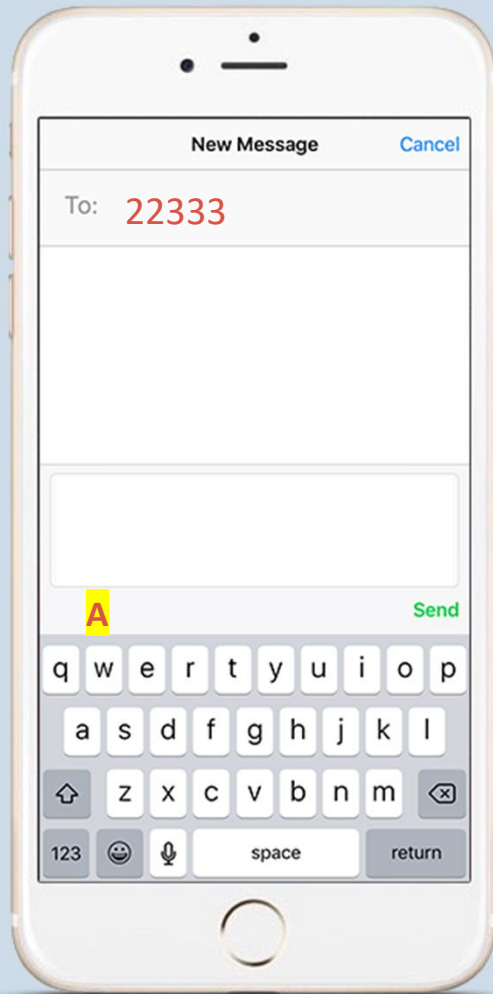
U.S. Set-up



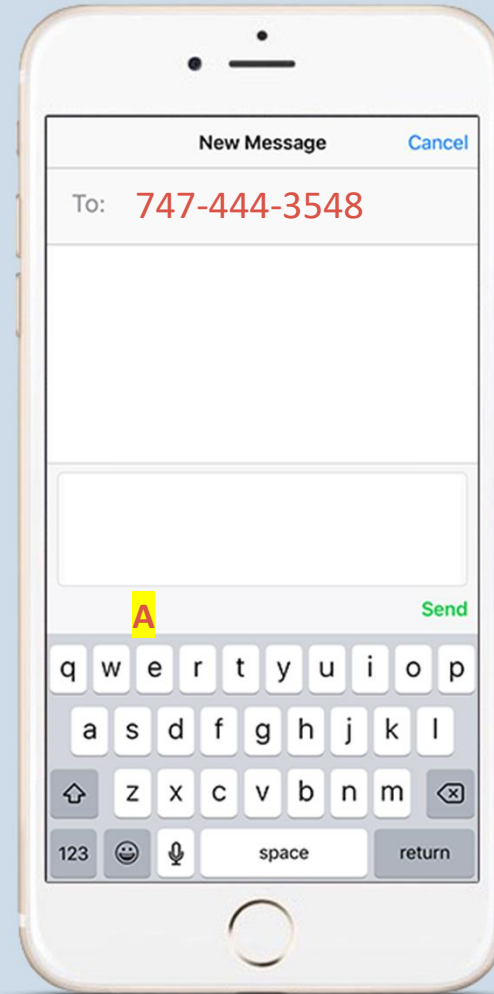
Canadian Set-up



Participating with Poll Everywhere



U.S. - Answer



Canadian - Answer



Participating with Poll Everywhere

U.S. PHONE NUMBER

22333

CANADIAN PHONE NUMBER

747-444-3548



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Anirban Basu

Sage Policy Group



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Meeting Break



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Driving Growth Through Innovation

Robert Tucker



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Meeting Break



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Committee Reports Resumed



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EDUCATION COMMITTEE

Phil Gerace
Zac Soderberg

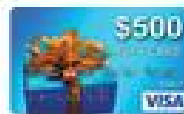
Board Liaison: John Slawson



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\$500 Visa Gift Card For Your Thoughts



Complete the FAMA Apparatus and Economic Outlook survey today for a chance to win a VISA gift card.

[Take the Survey ►](#)

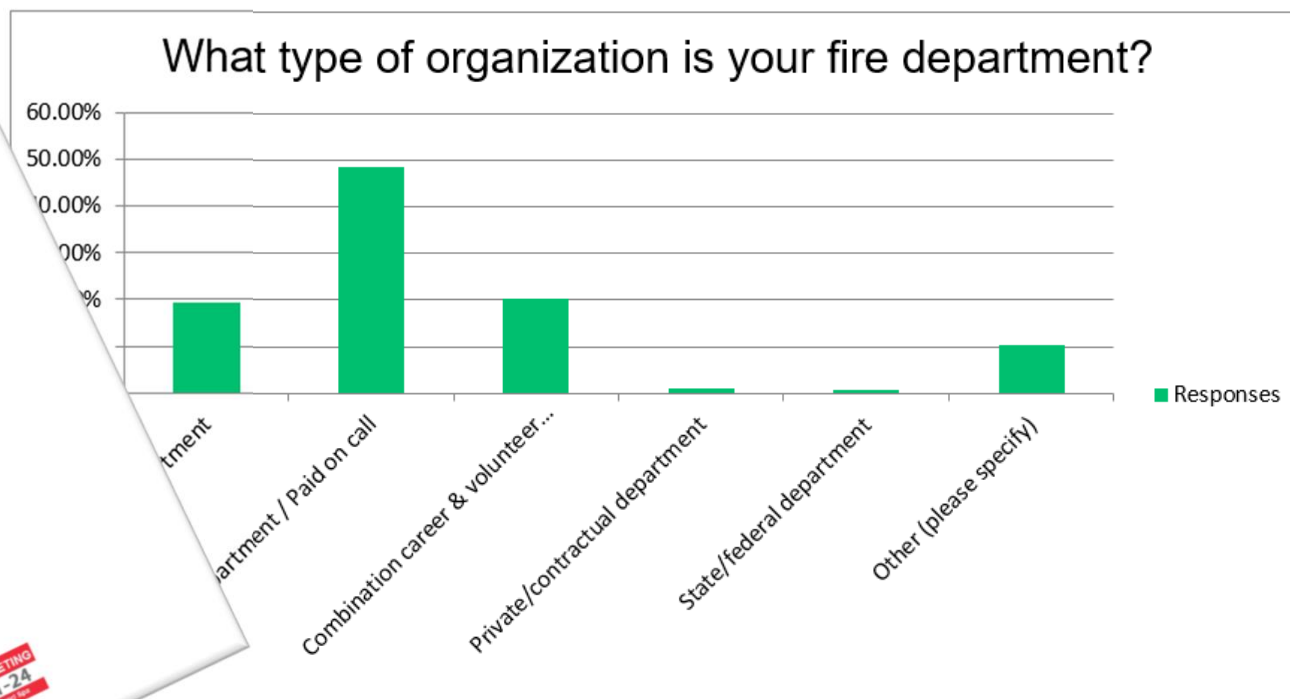


Thanks to PennWell Fire Group, FireNews, and Firehouse for helping us to promote the survey.



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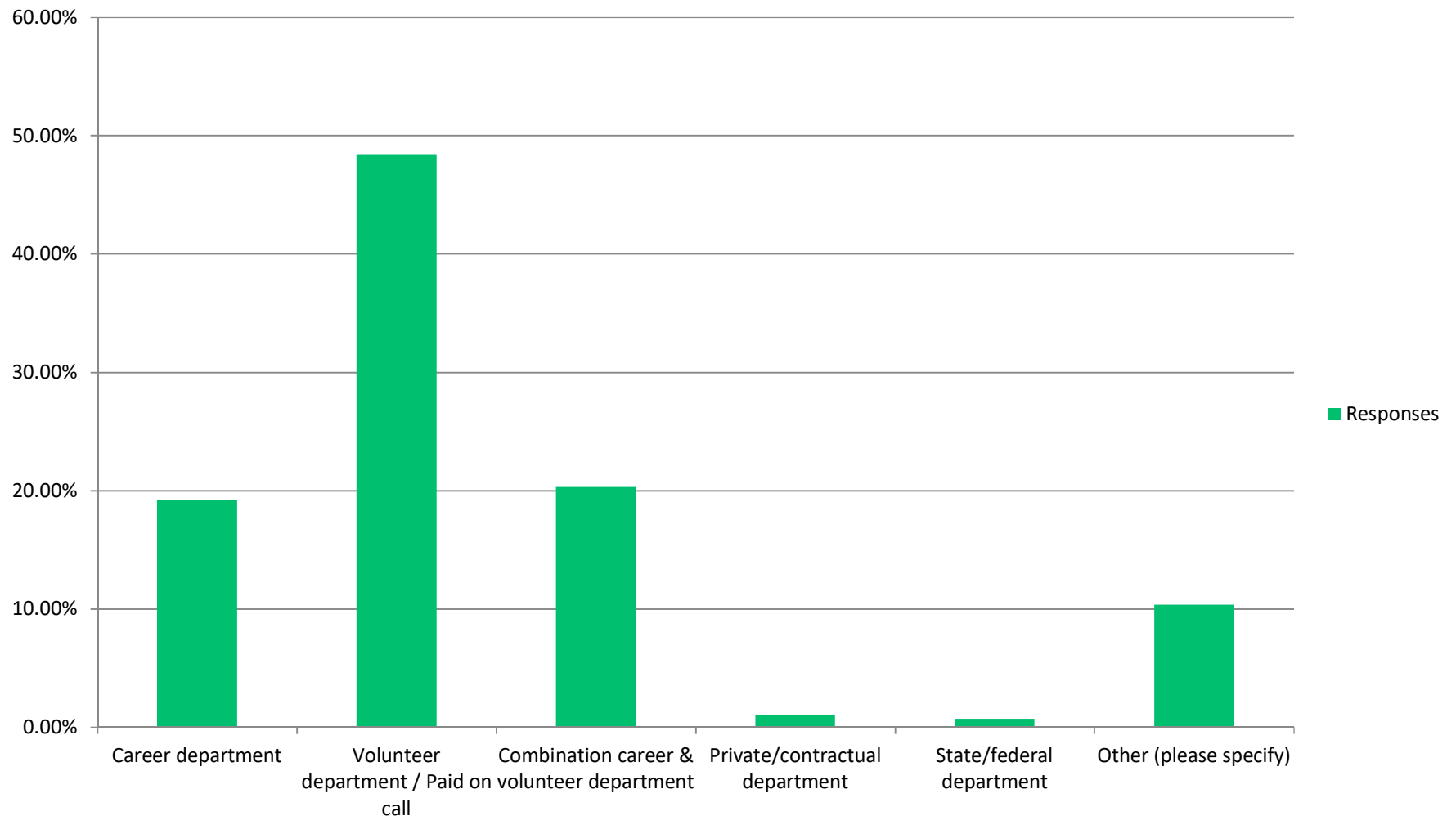
What type of organization is your fire department?		
Answer Choices	Responses	
Career department	19.17%	271
Volunteer department / Paid on call	48.44%	685
Combination career & volunteer department	20.30%	287
Private/contractual department	1.06%	15
State/federal department	0.71%	10
Other (please specify)	10.33%	146
	Answered	1414
	Skipped	0



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What type of organization is your fire department?

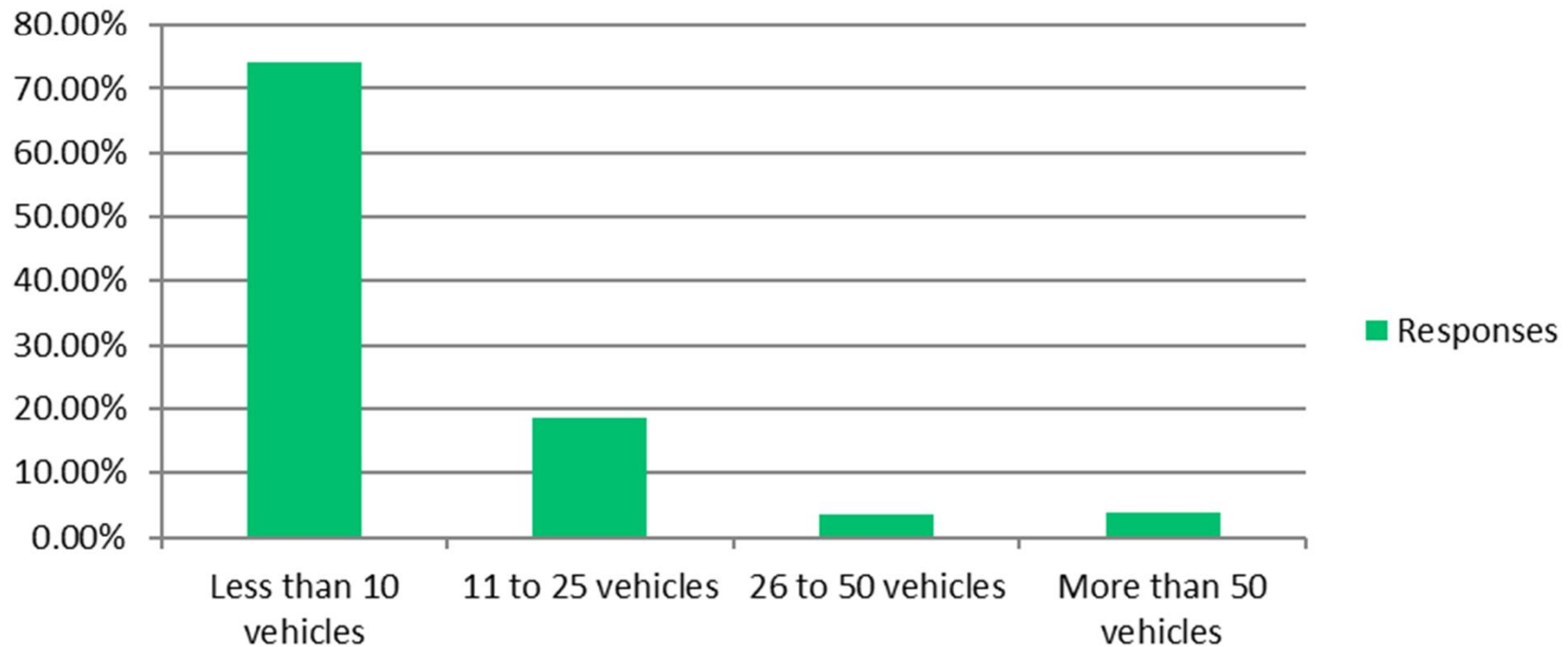




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What is the size of your combined front line and reserve fire apparatus fleet (not including ambulance and automobiles).

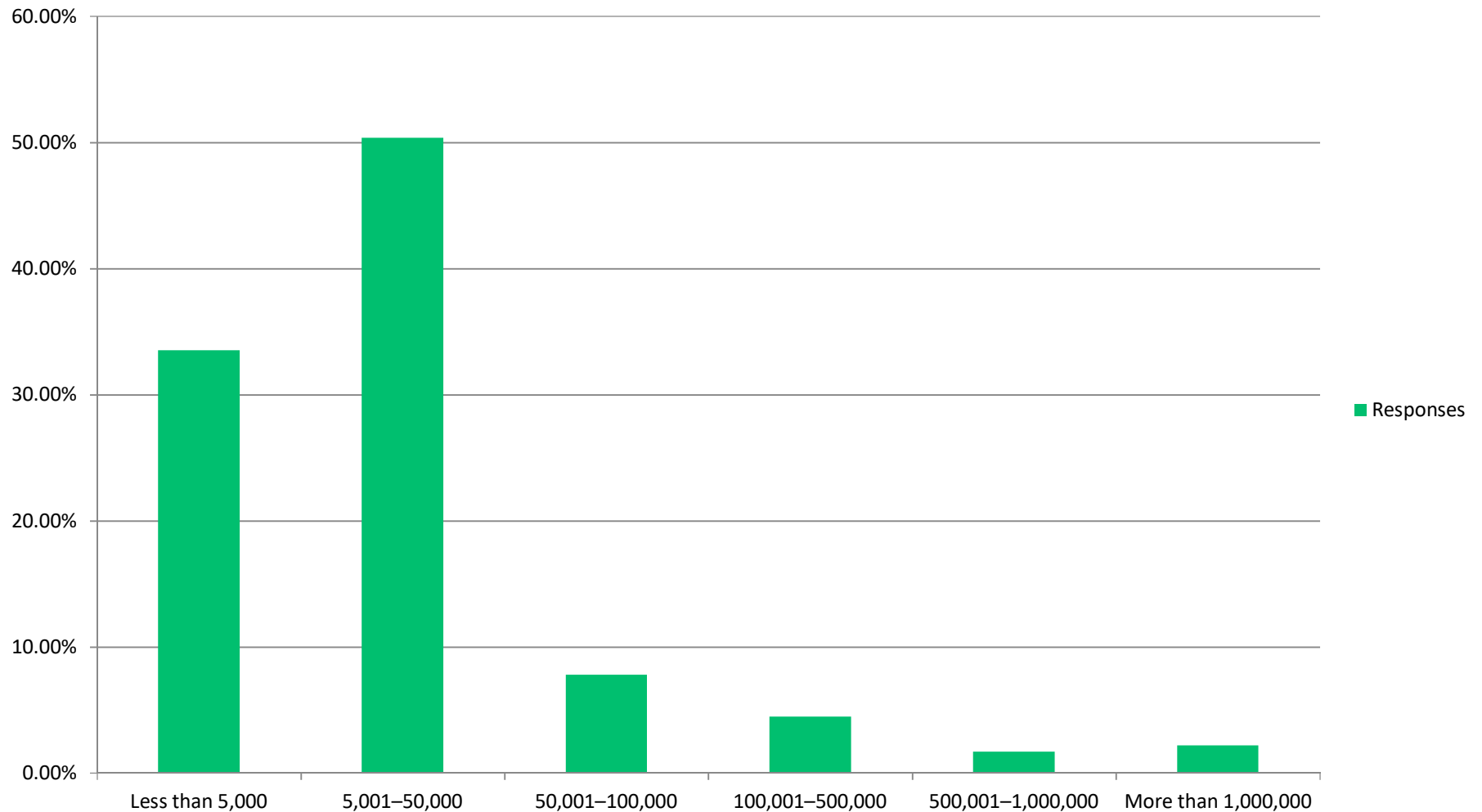




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What size population does your department serve?

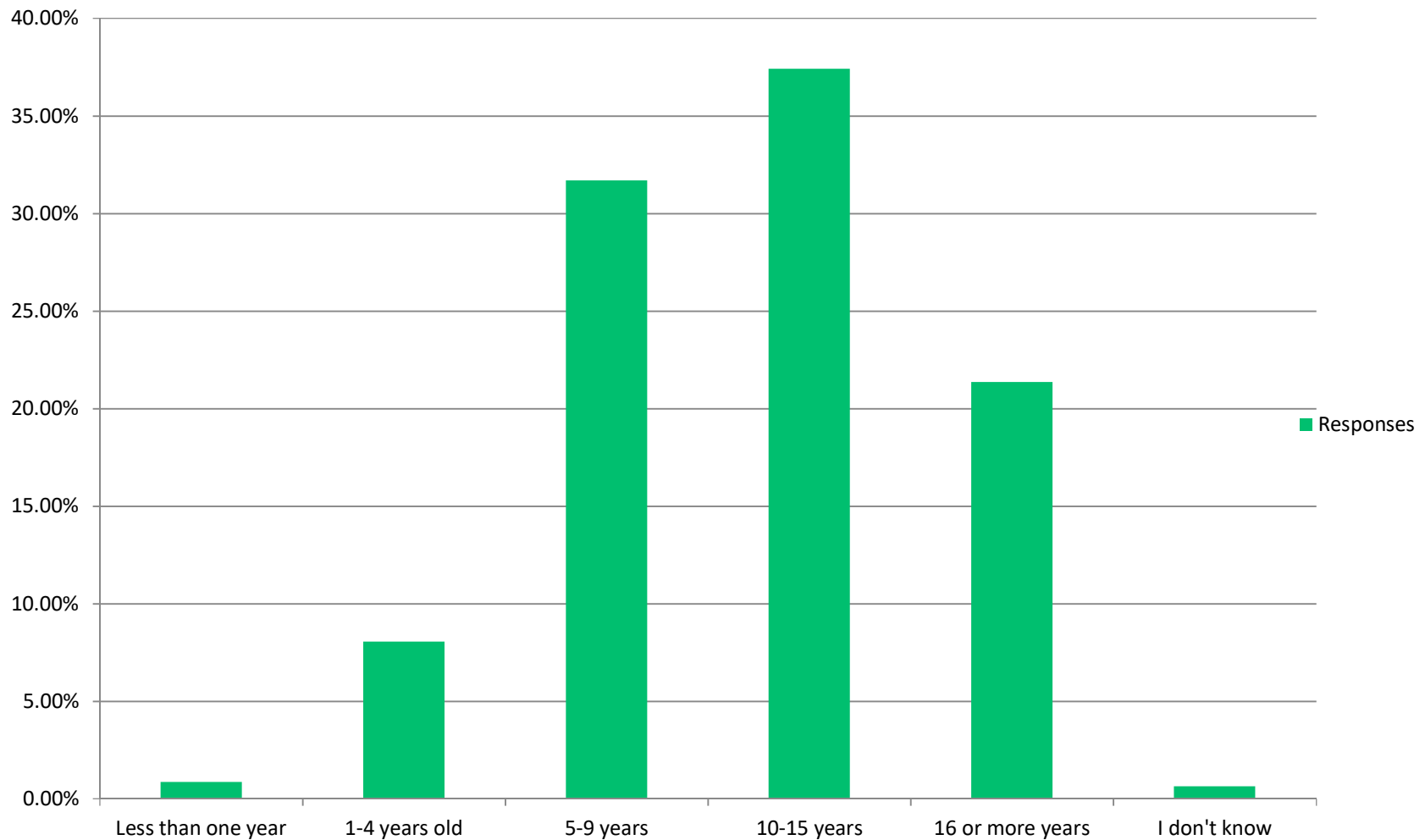




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What is the average age of your front line apparatus?

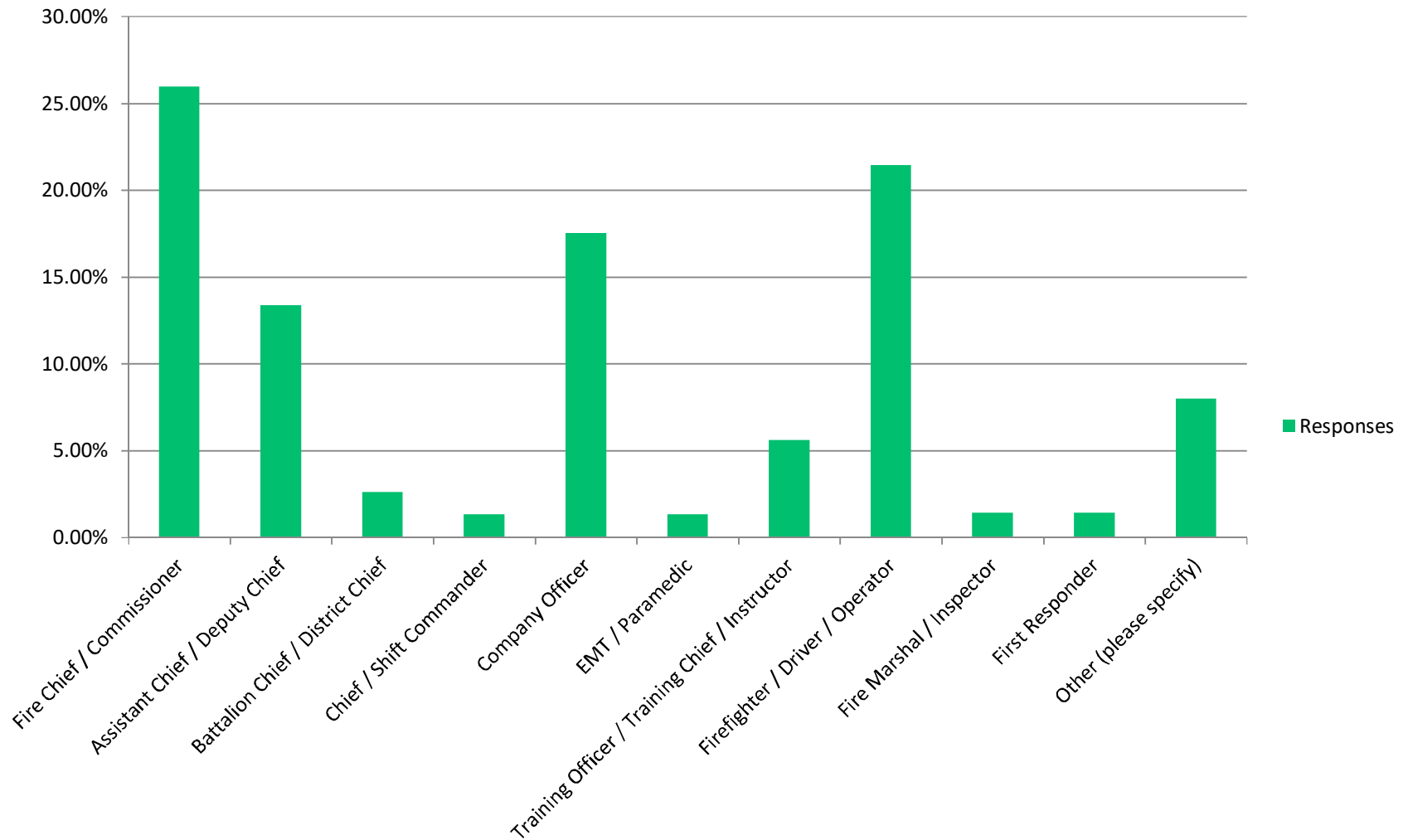




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Please select your primary occupation / title.

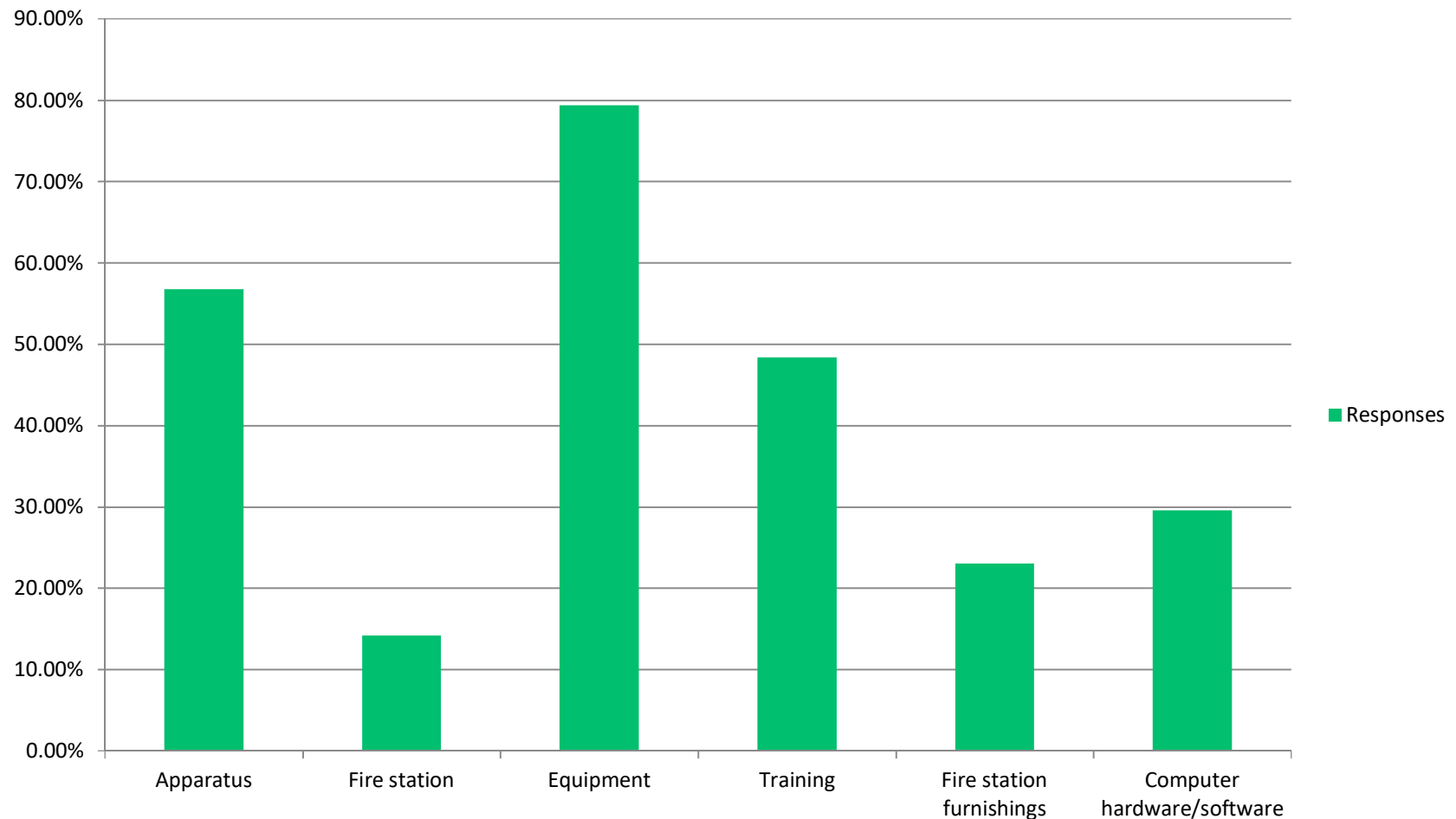




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What do you anticipate purchasing in the next fiscal year?
(Select all that apply.)

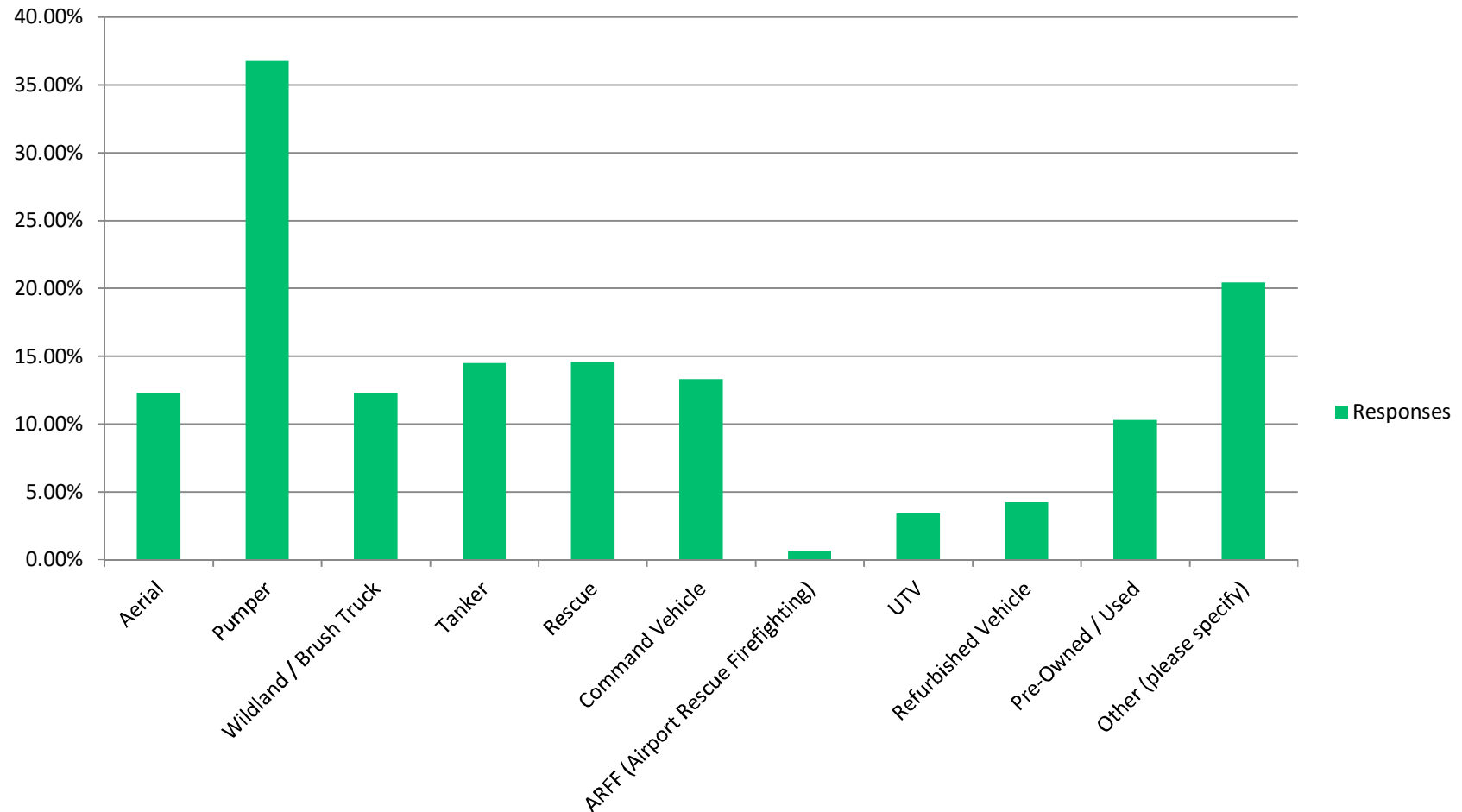




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Which of the following apparatus do you anticipate purchasing in the next fiscal year?

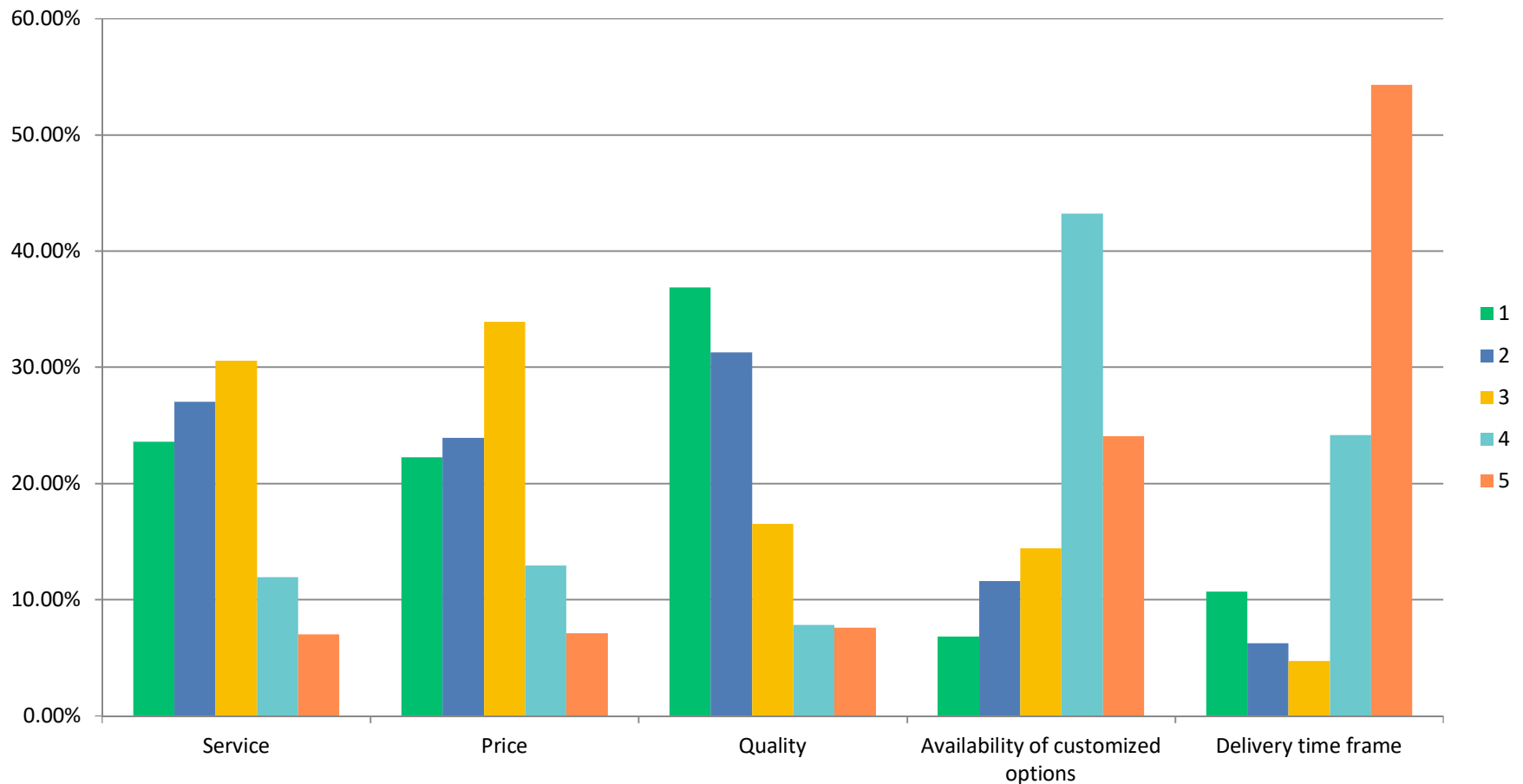




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When purchasing a new piece of equipment, please rank how the following aspects relate to your brand loyalty, using 1 as the most important and 5 as the least important.

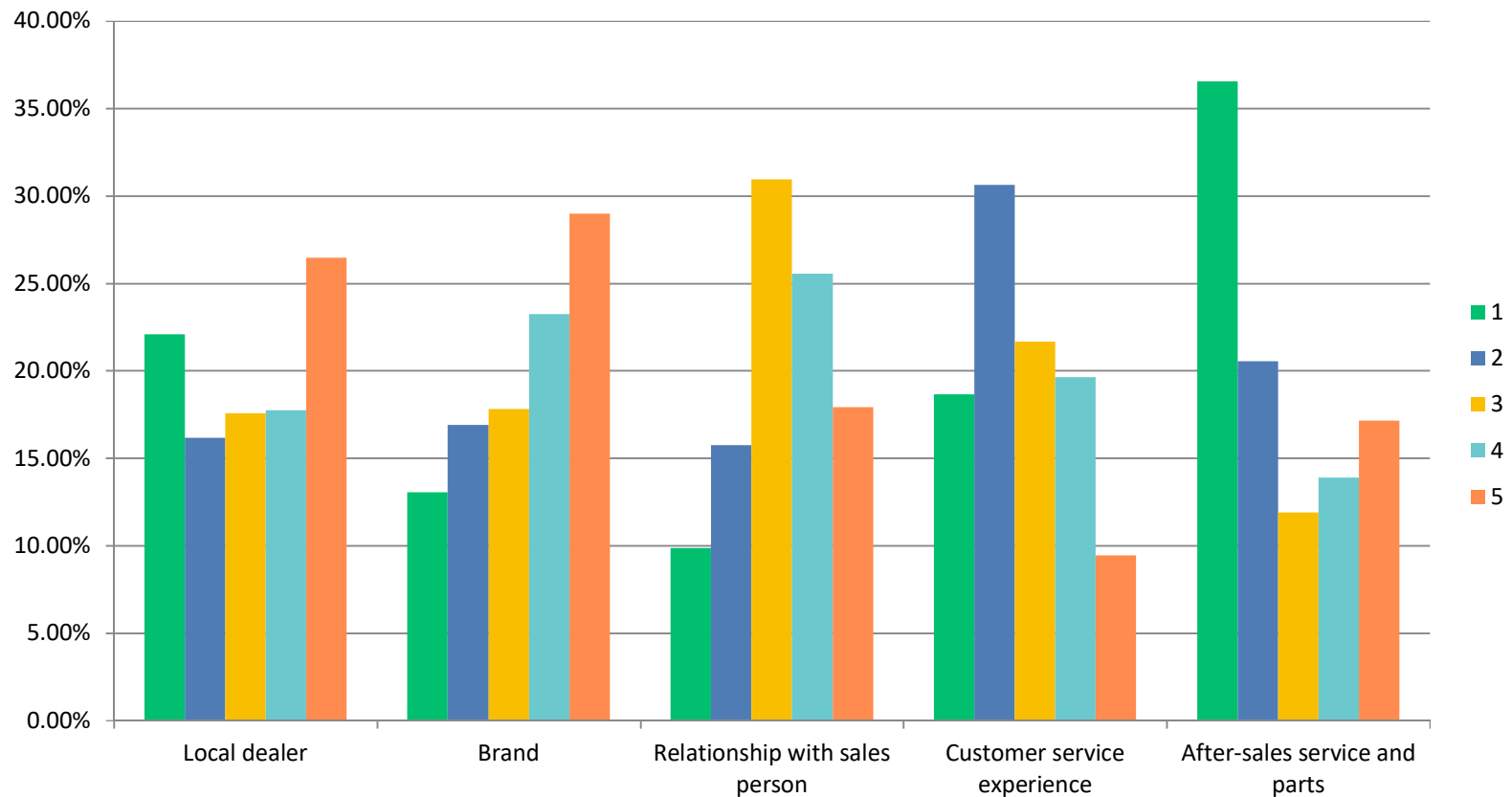




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How important are the following service/manufacturer attributes in the purchase of new apparatus? Please rank the following attributes, using 1 as the most important and 5 as the least important.

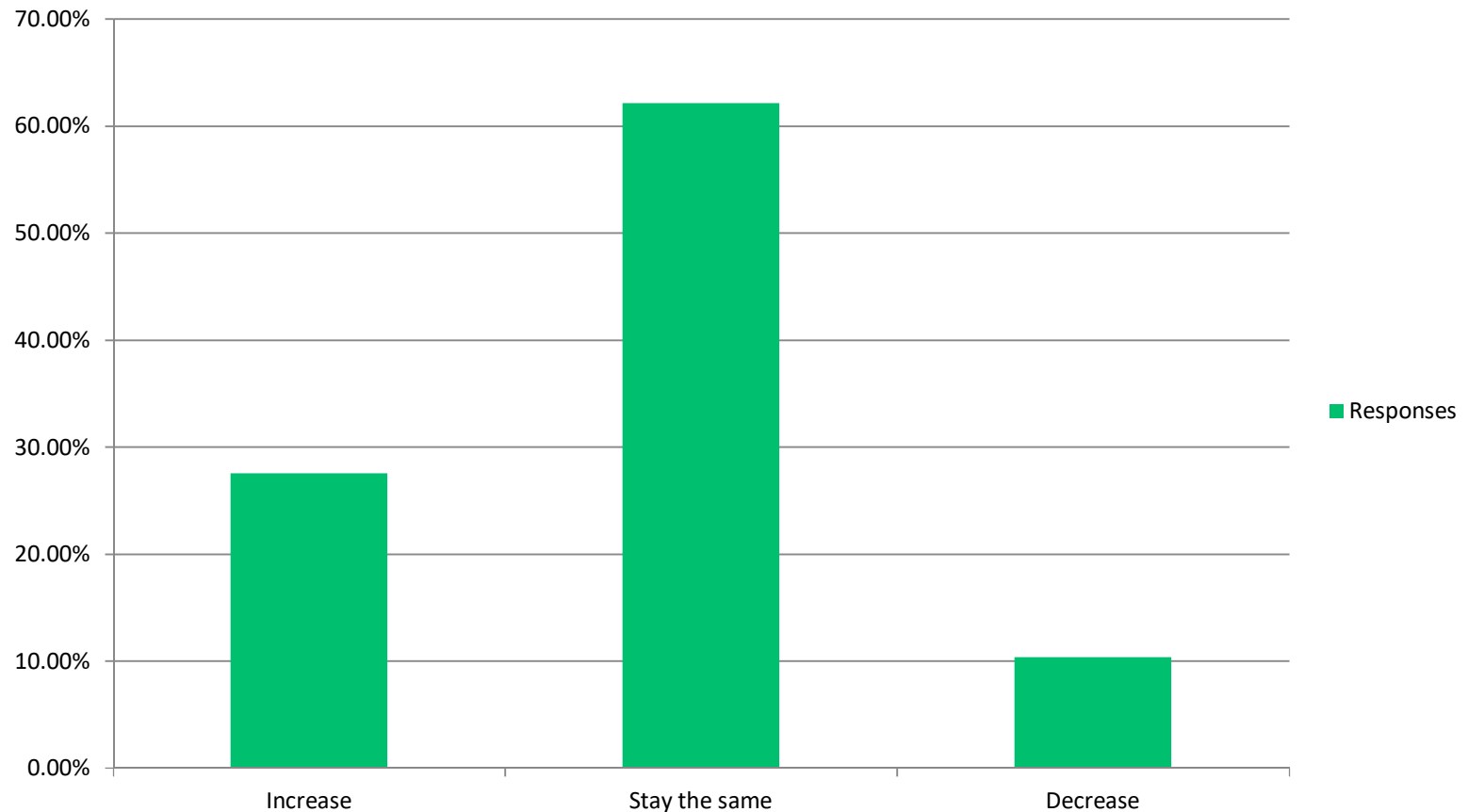




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During the next two years (2018 and 2019), do you anticipate your apparatus budget will increase, stay the same, or decrease?

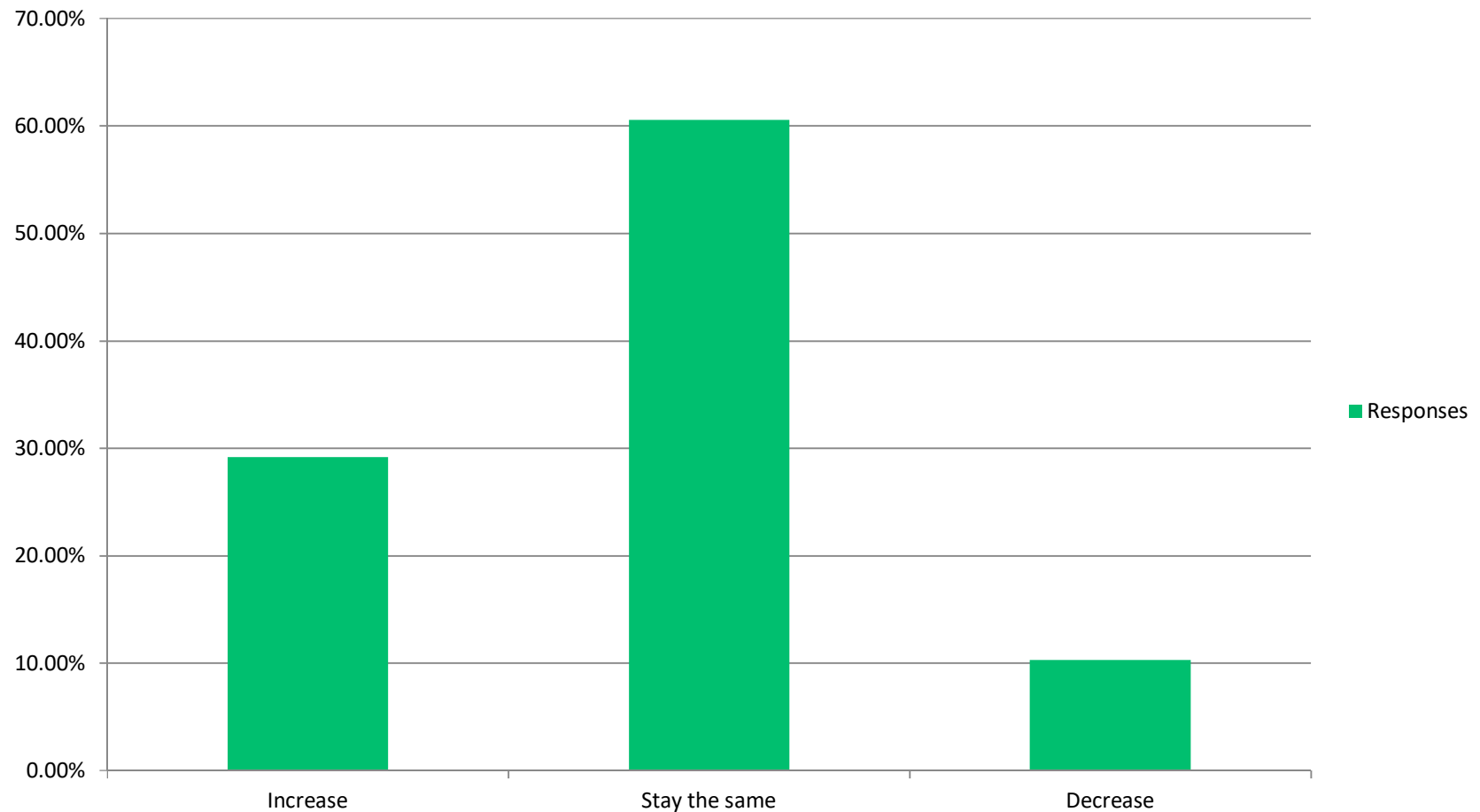




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During the next two years (2018 and 2019), how do you expect your staffing level to change?

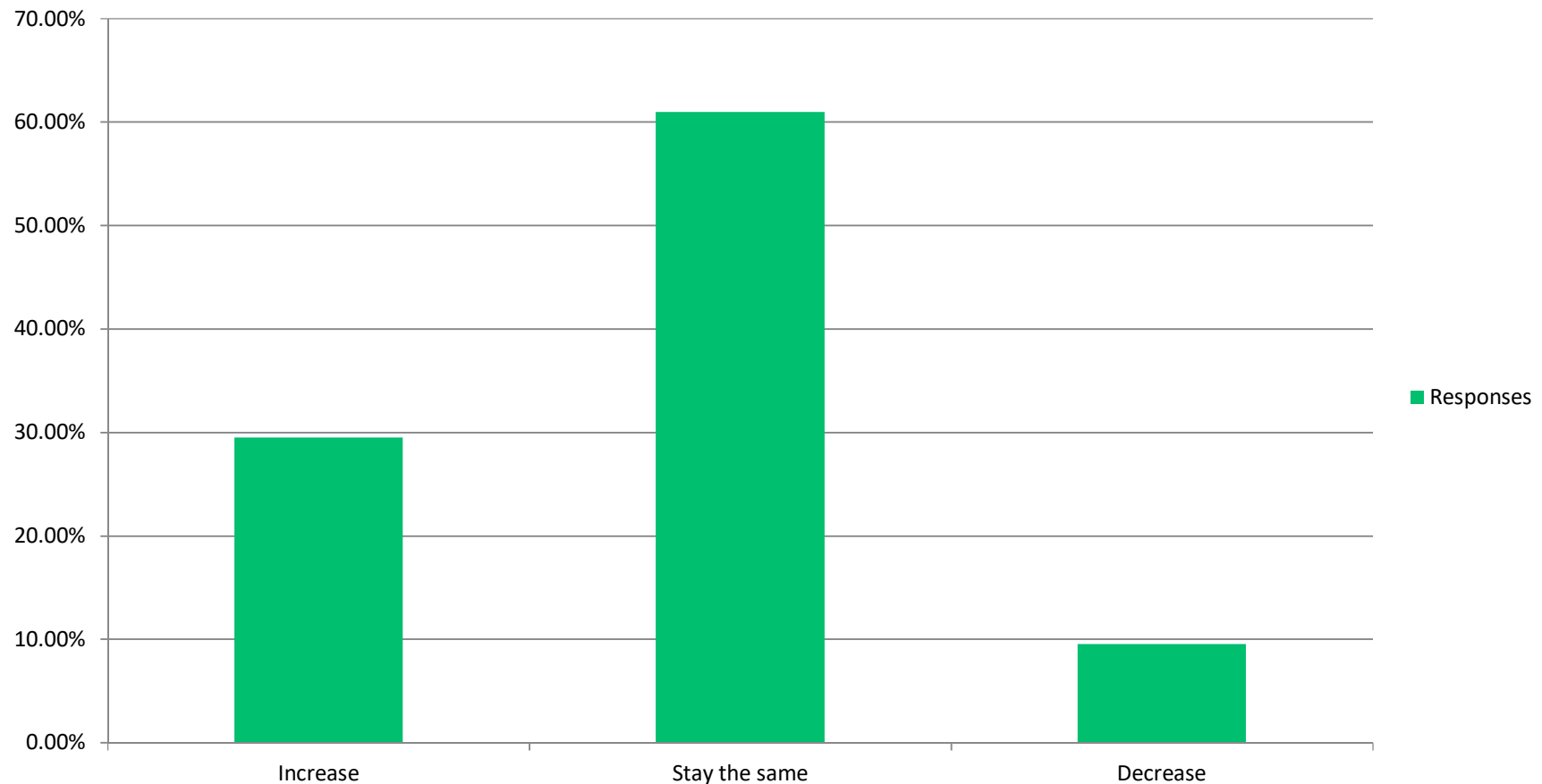




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Exclusive of capital purchases such as apparatus, how do you expect your equipment budget to change over the next two years (2018 and 2019)?

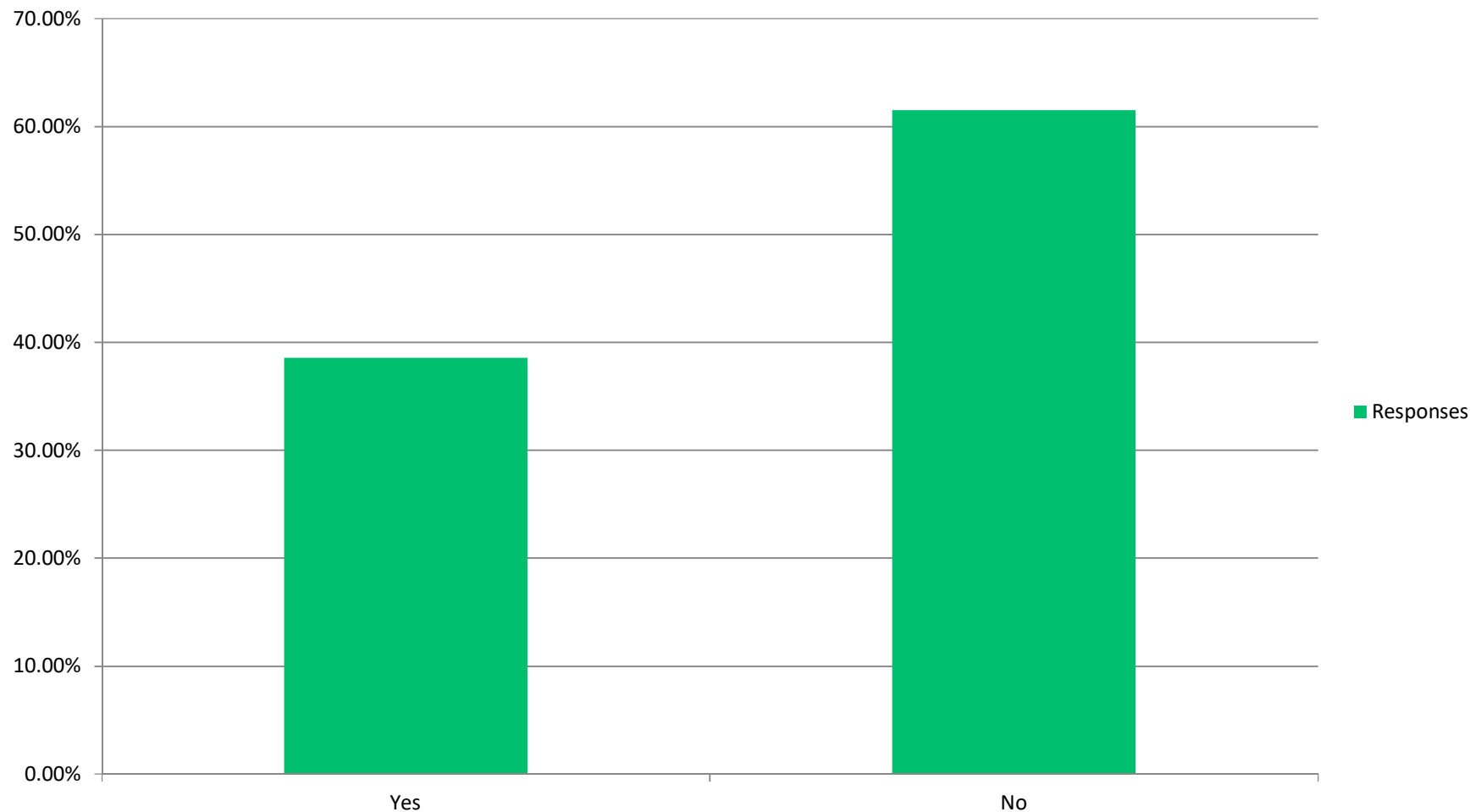




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Does your fire department have a formal or written apparatus replacement plan or process?

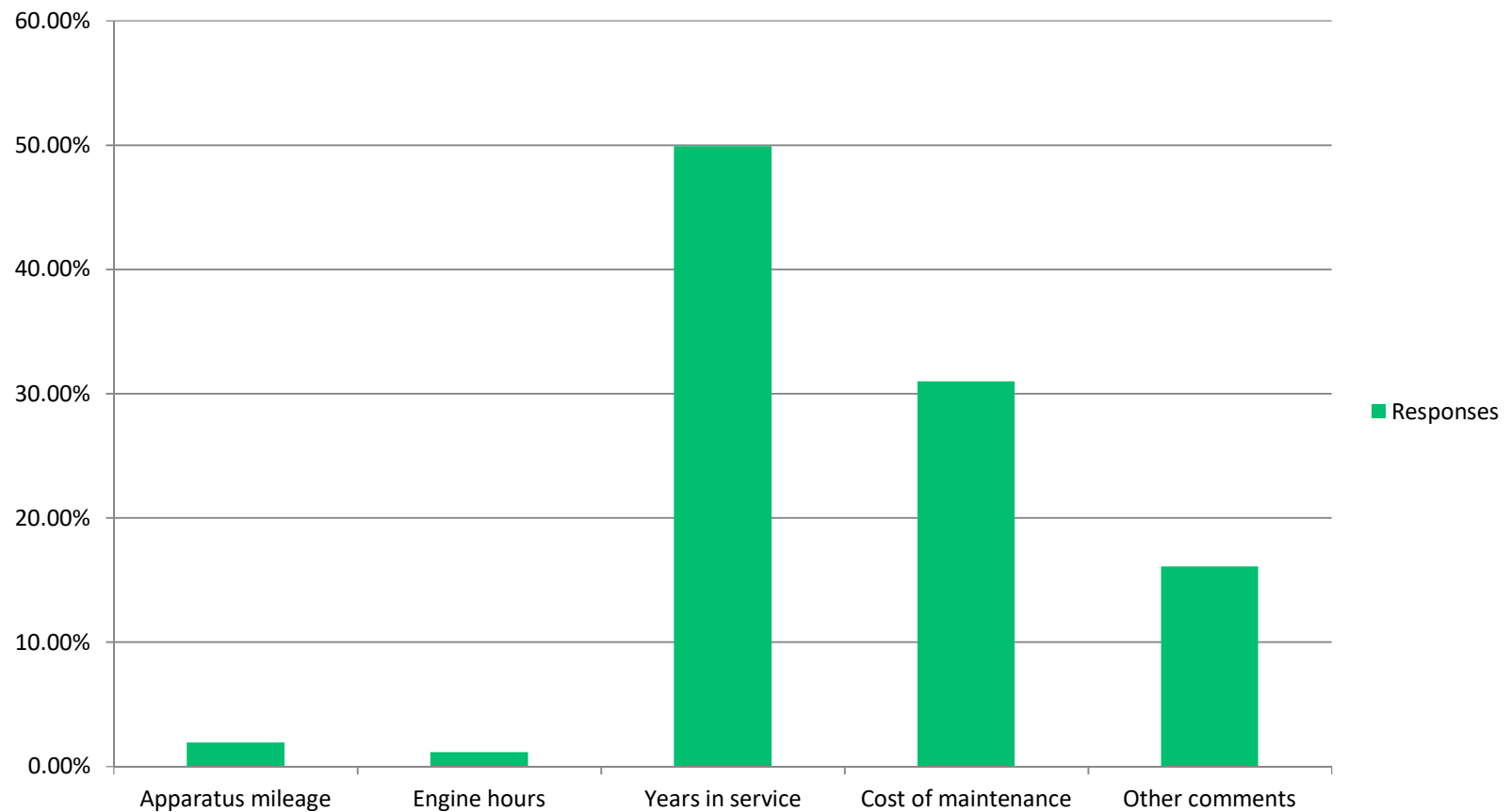




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How does your department determine an apparatus is ready for replacement? (Please provide details in the comment section)

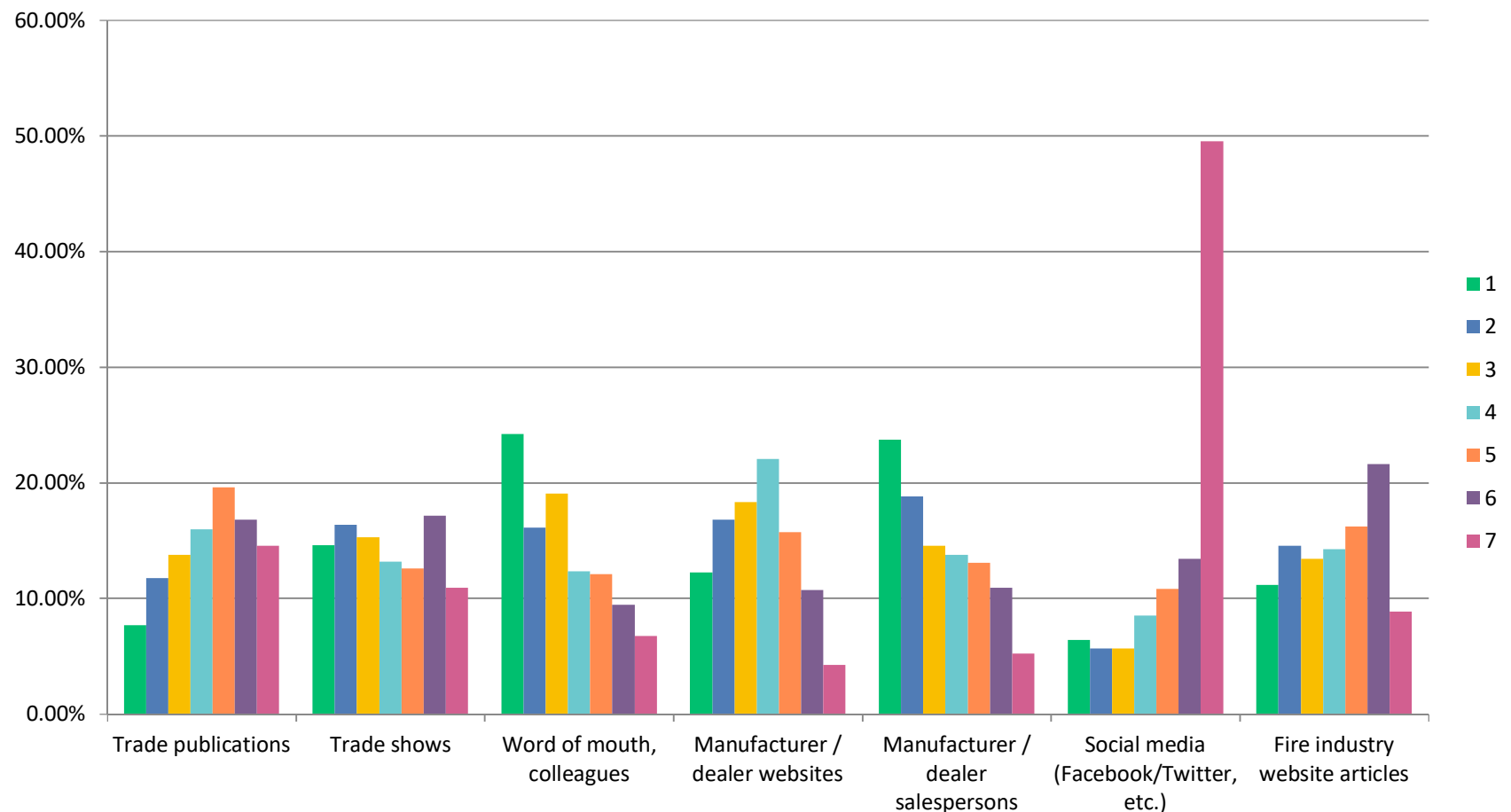




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Using 1 as the most important and 7 as the least important, please rank the importance of each of the following when seeking information on apparatus and equipment.





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NOMINATING COMMITTEE

Phil Gerace



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Nominating Committee Members

- “ Phil Gerace (Past-Past-Past President)
- “ Dave Durstine (Past-Past President)
- “ Scott Edens (Past President, Board Liaison)



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Activities

- “ Manage Nomination Process
- “ Identify Candidates for 2019 Board Positions
- “ Identify Candidates for Future Consideration

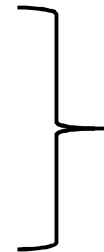


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Publish Nomination Call	April 30, 2018
Identify and contact candidates for 2019 board positions	May 15, 2018
Prepare template for Slate of Nominees	June 30, 2018
Finalize slate of 2019 candidates	July 15, 2018
Publish slate of 2019 candidates	Aug 15, 2018

Presentation of Process and Slate
Call for Nominations from the Floor
Election of 2019 Officers



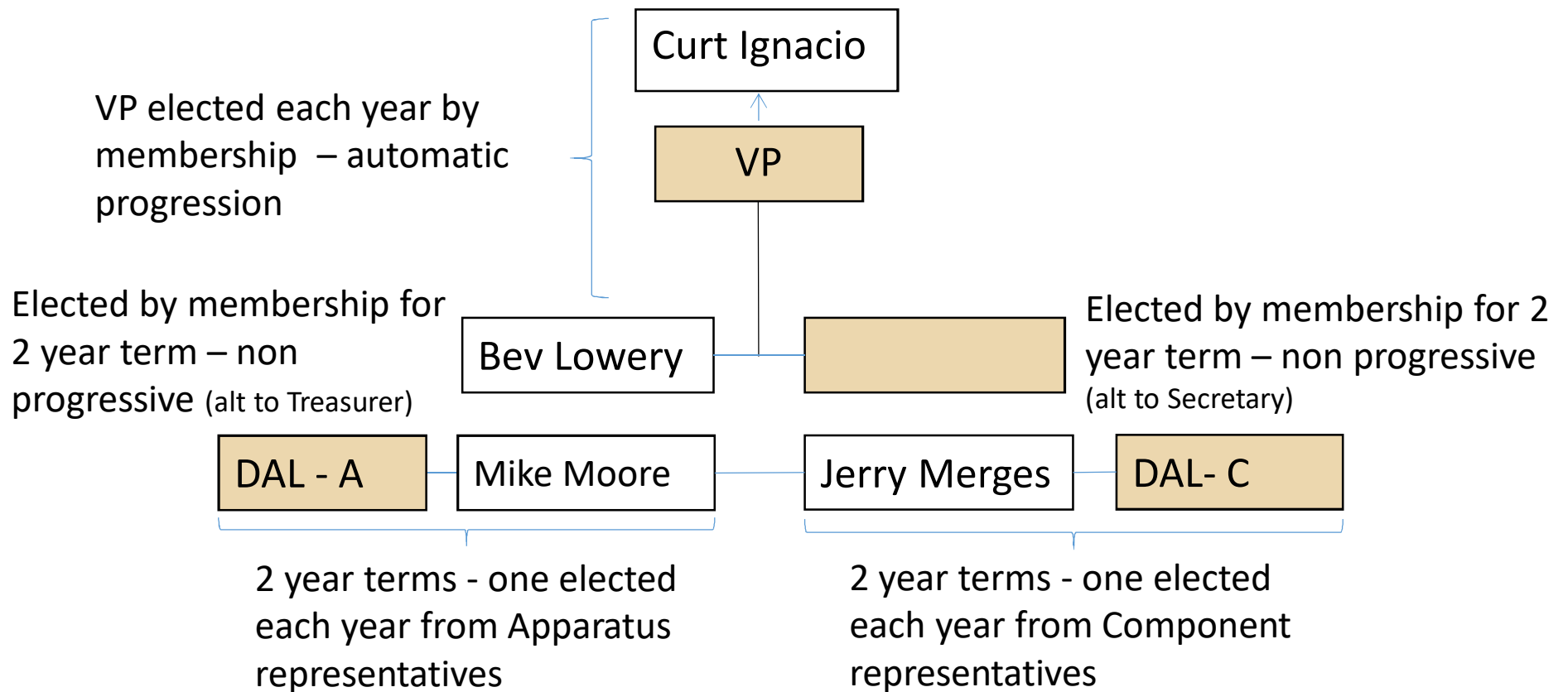
2018 Fall Meeting



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2019 Board Positions





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2019 Open Board Positions

Vice President

Treasurer . 2 Year Position

DAL . Apparatus . 2 year Position

DAL . Component . 2 Year Position



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Candidate Qualifications

- “ Qualified representative of a member company who has previously served in a leadership position within the association as a committee or subcommittee chair, co-chair, vice-chair, or similar leadership role,
- “ Board of Directors is empowered to determine the qualifications of candidates seeking election to the Board,
- “ Nominees for Vice President must have 2 years service on Board of Directors.



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MEMBERSHIP COMMITTEE

Gregg Geske
Tim Van Fleet



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Committee Members

- " **Tim Van Fleet / Co-Chair** . Akron Brass Company
- " **Gregg Geske / Co-Chair** . Waterous Company
- " Rick Suche . Fort Garry Fire Trucks
- " Oran McNabb . AMDOR
- " Greg Polka . RealWheels
- " Jennifer Hollis . Hansen International
- " Bert McCutcheon . Ferrara Fire Apparatus
- " **Board Liaison** – Jerry Merges . VisionMark Nameplate Co.



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Committee Annual Objectives

- “ Grow Membership 5%
- “ Develop Membership Retention Plan
- “ Engage Member Company Participation
- “ Proceed with Mentor Program for First Time Attendees



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Targeted New Member Companies

- ” Extend-O-Bed
- ” *Innovative Controls
- ” M. Tech - Wade Meith
- ” Odyssey Specialty Vehicles
- ” *Precision Fire Apparatus
- ” Safety Vision, LLC

*** Been Contacted by Chair ... Need help with others**



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2018 - FAMA Spring Meeting

New Member Companies

- " Ward Diesel Filter Systems
- " Vista Brake Lock LLC
- " Fire Lion Global LLC
- " HAAS Inc
- " KZ Valve
- " Heiman Fire Equipment
- " David Clark Company
- " Firovac by Reberland Equipment



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UNFINISHED BUSINESS



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NEW BUSINESS



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2018 FAMA Spring Meeting

Closing Remarks



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Next Meeting

**Renaissance,
Austin, TX**

**September 25-27,
2018**





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Adjournment